

FIG. 1A

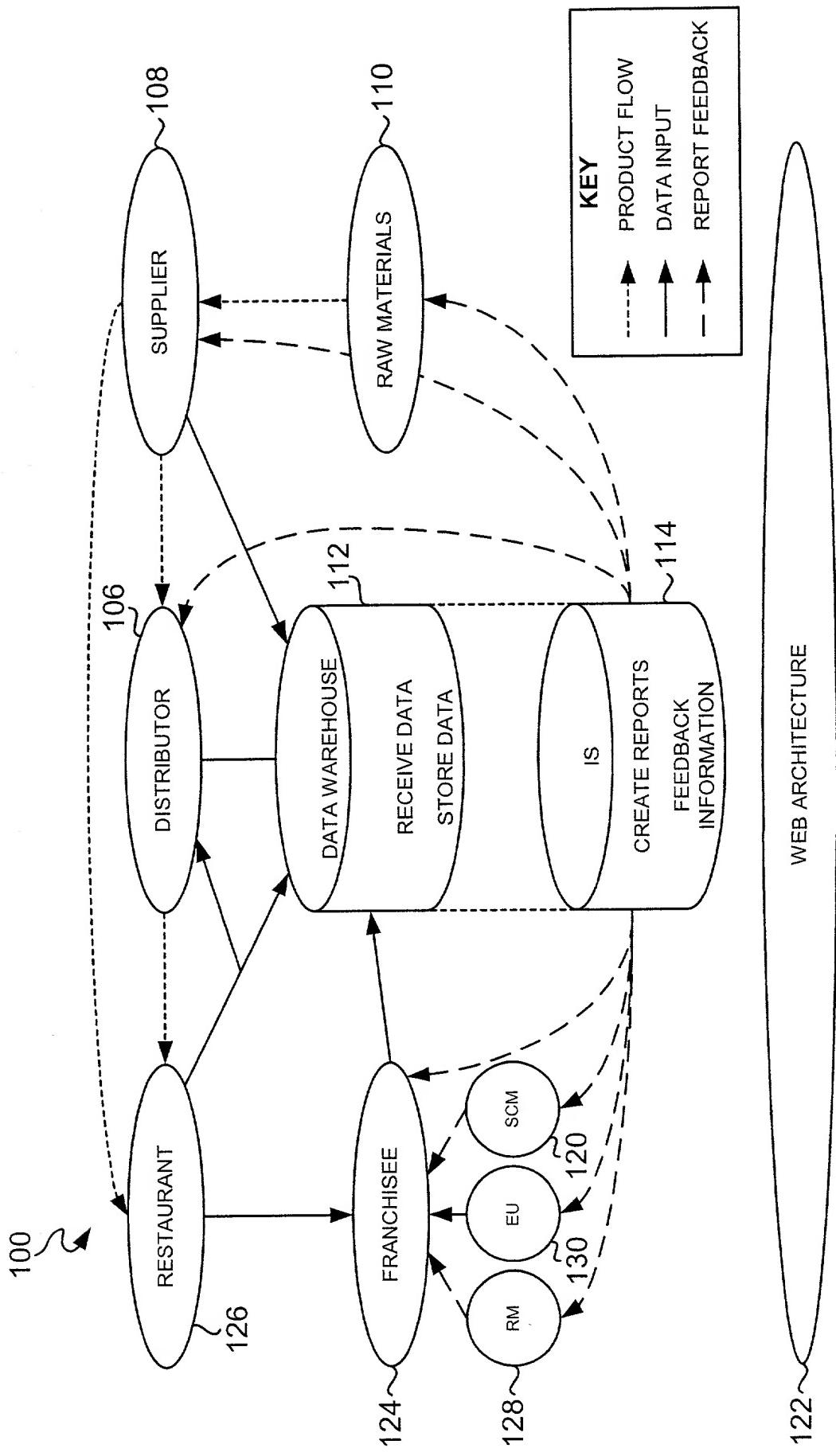


FIG. 1B

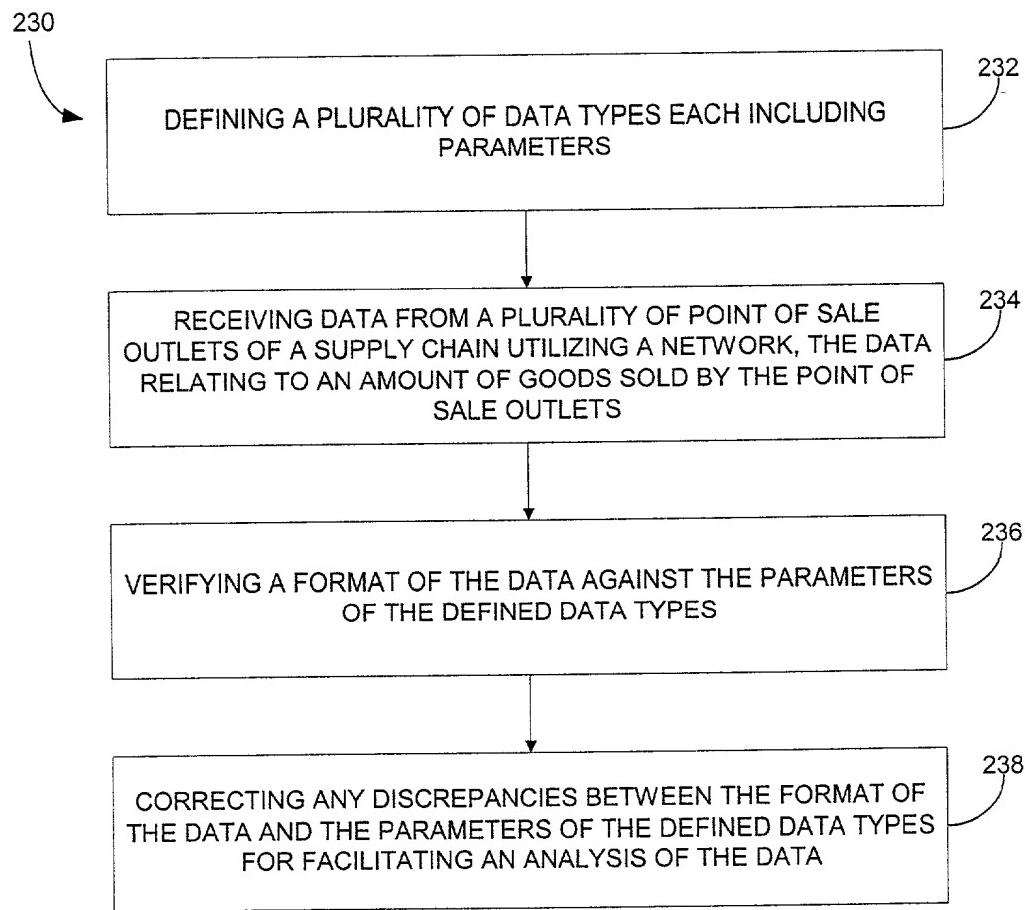


FIG. 2

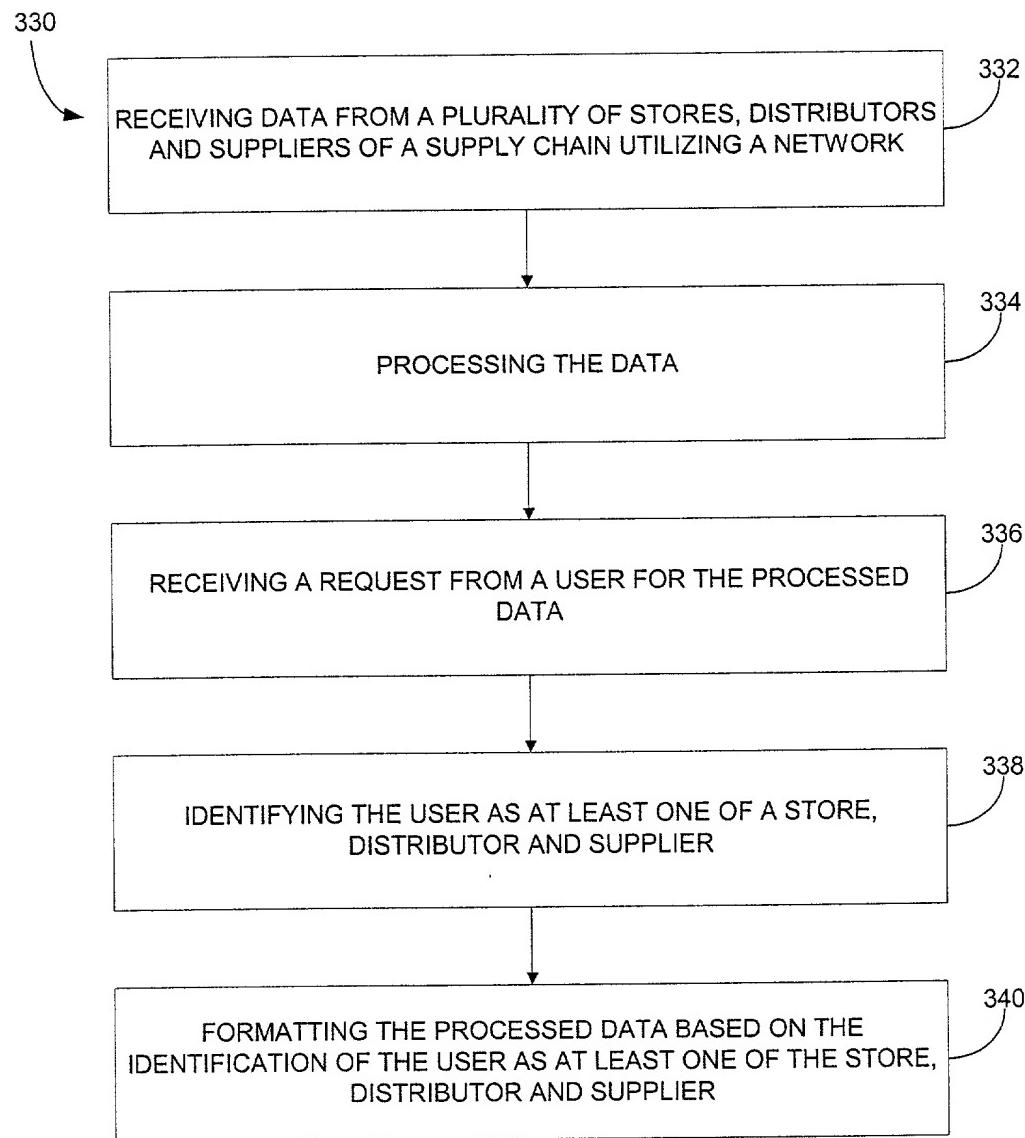


FIG. 3

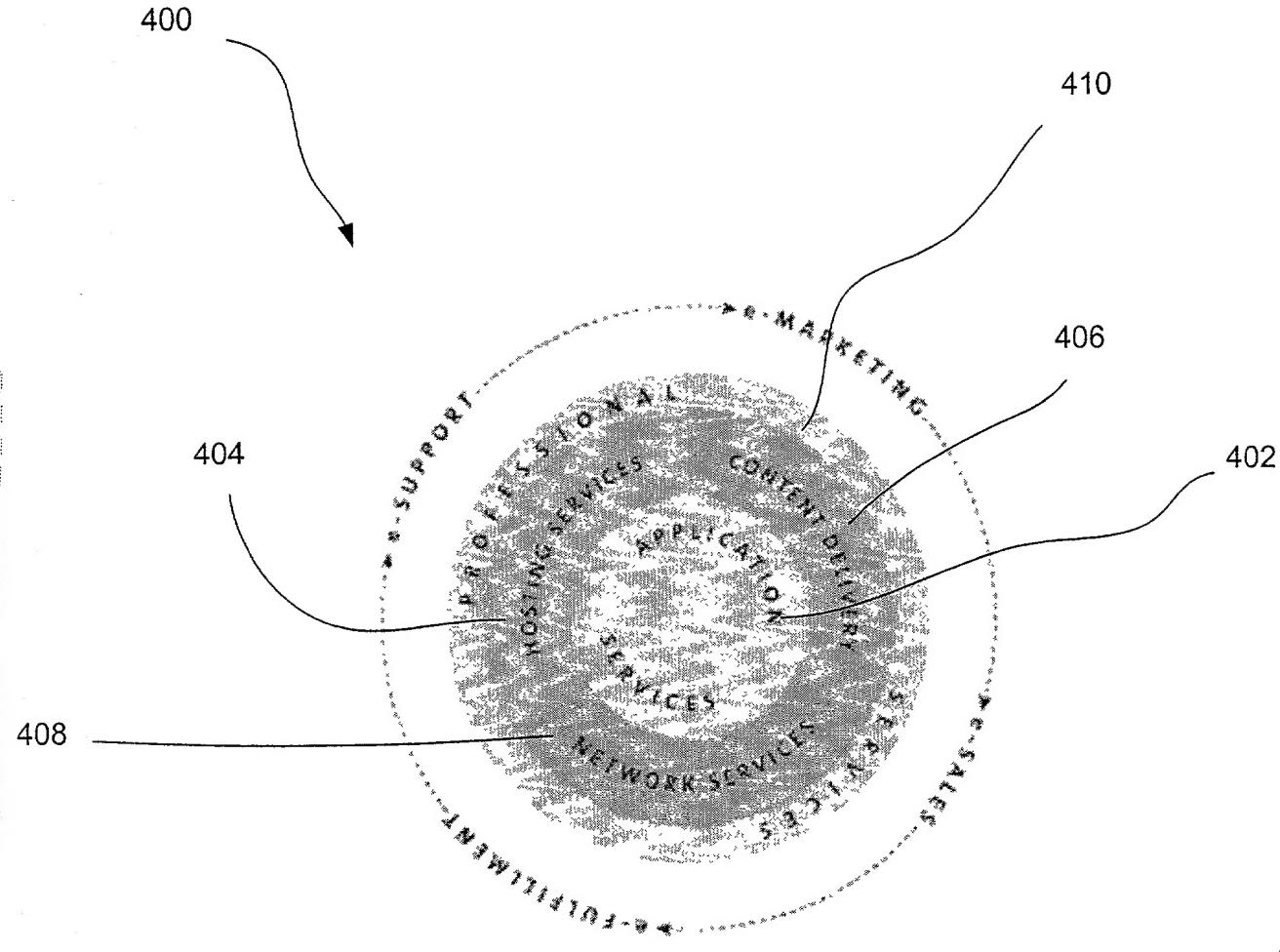


Fig. 4

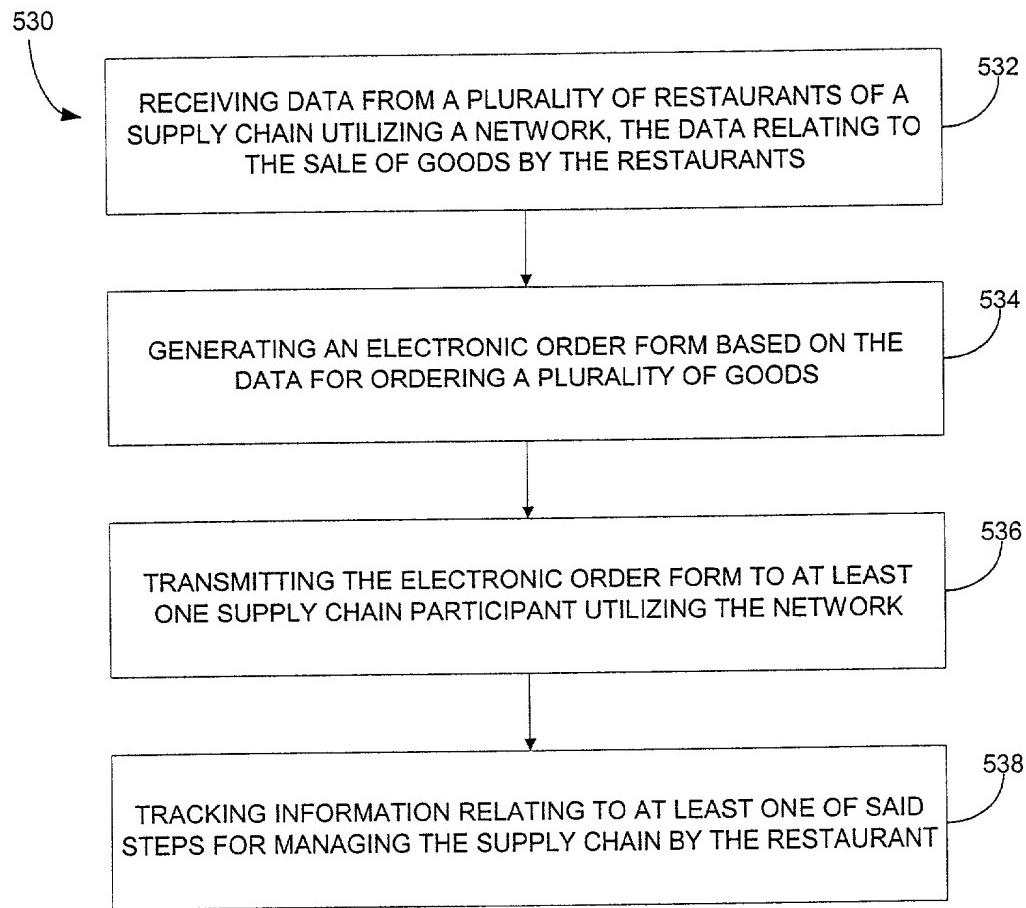


FIG. 5

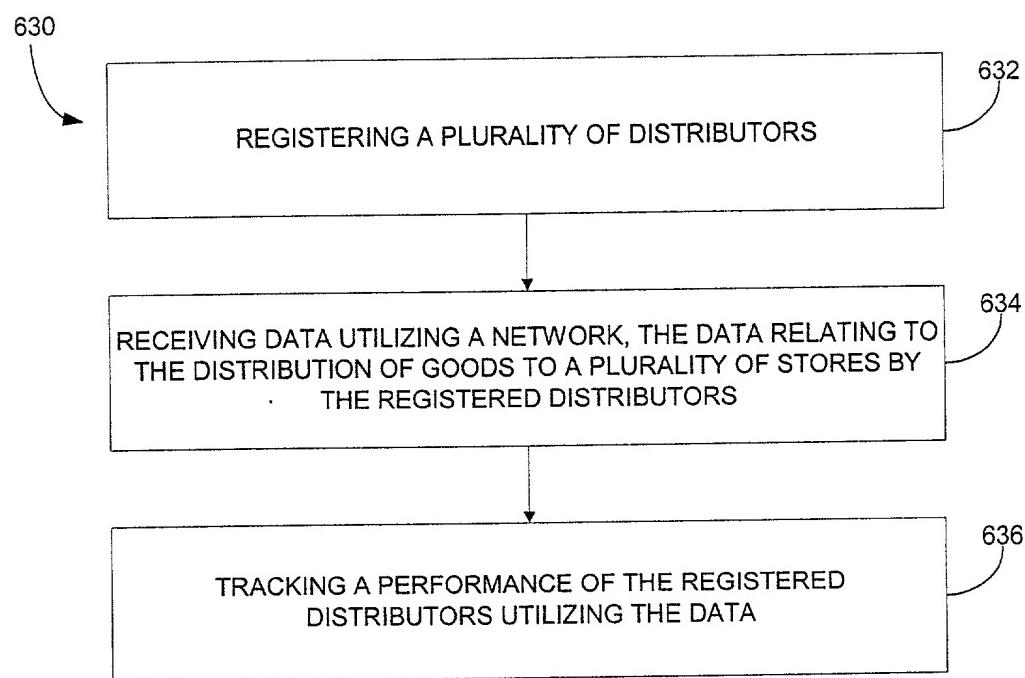


FIG. 6

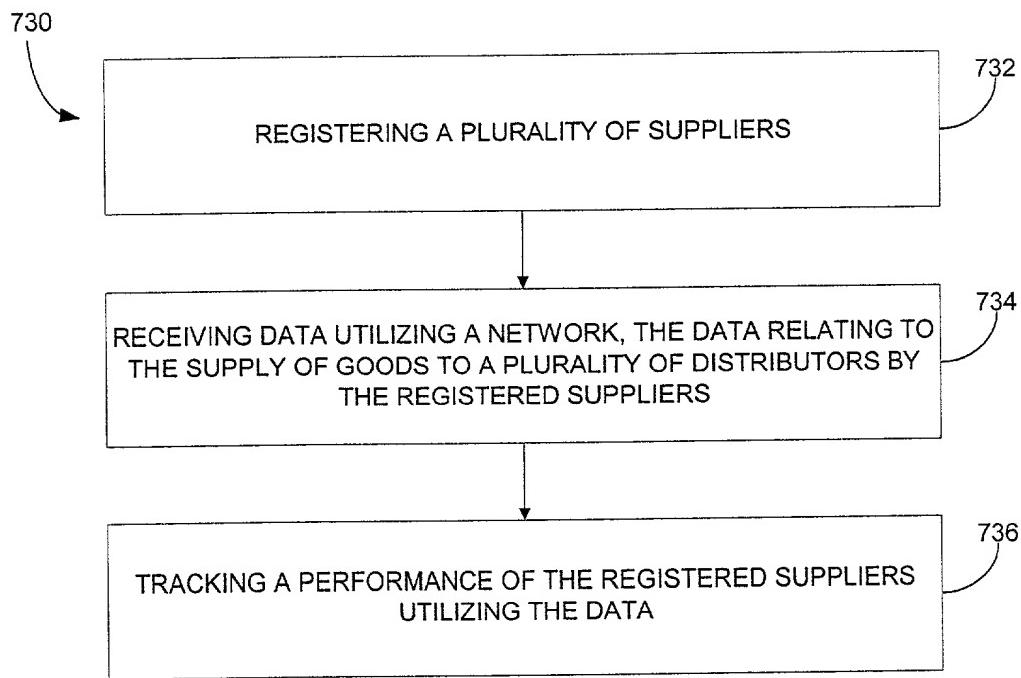


FIG. 7

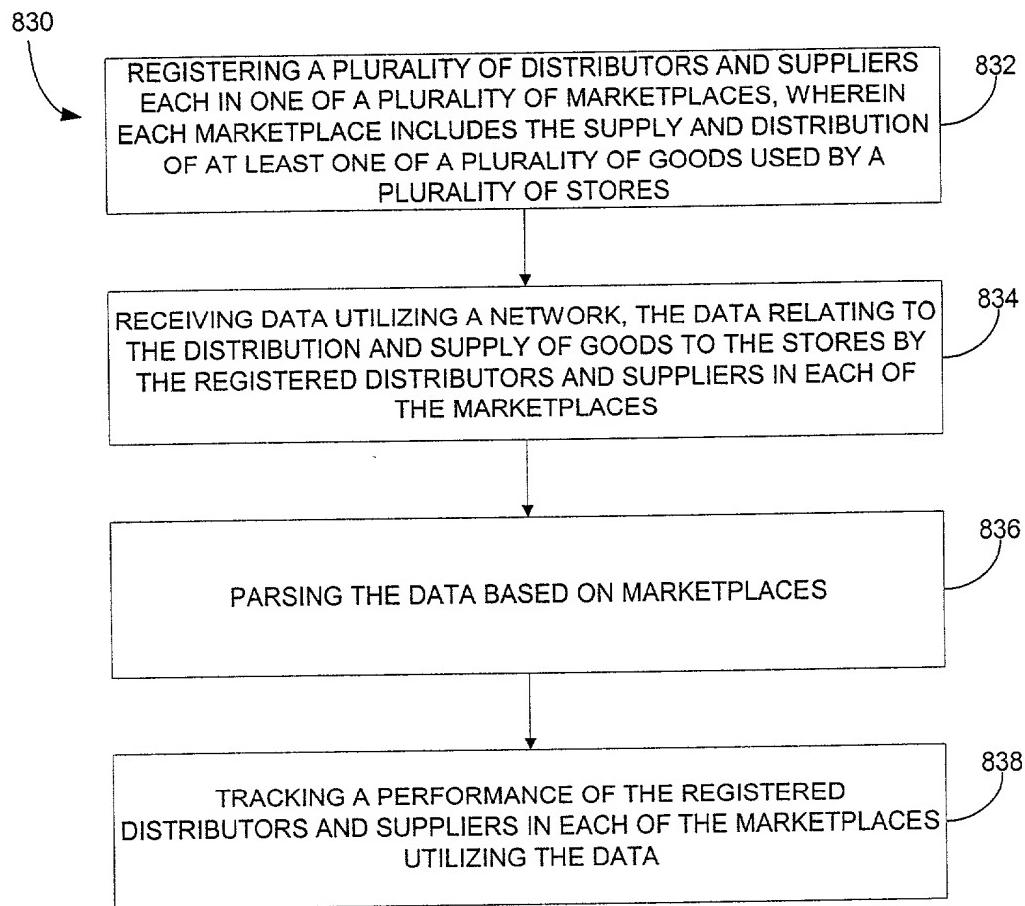


FIG. 8

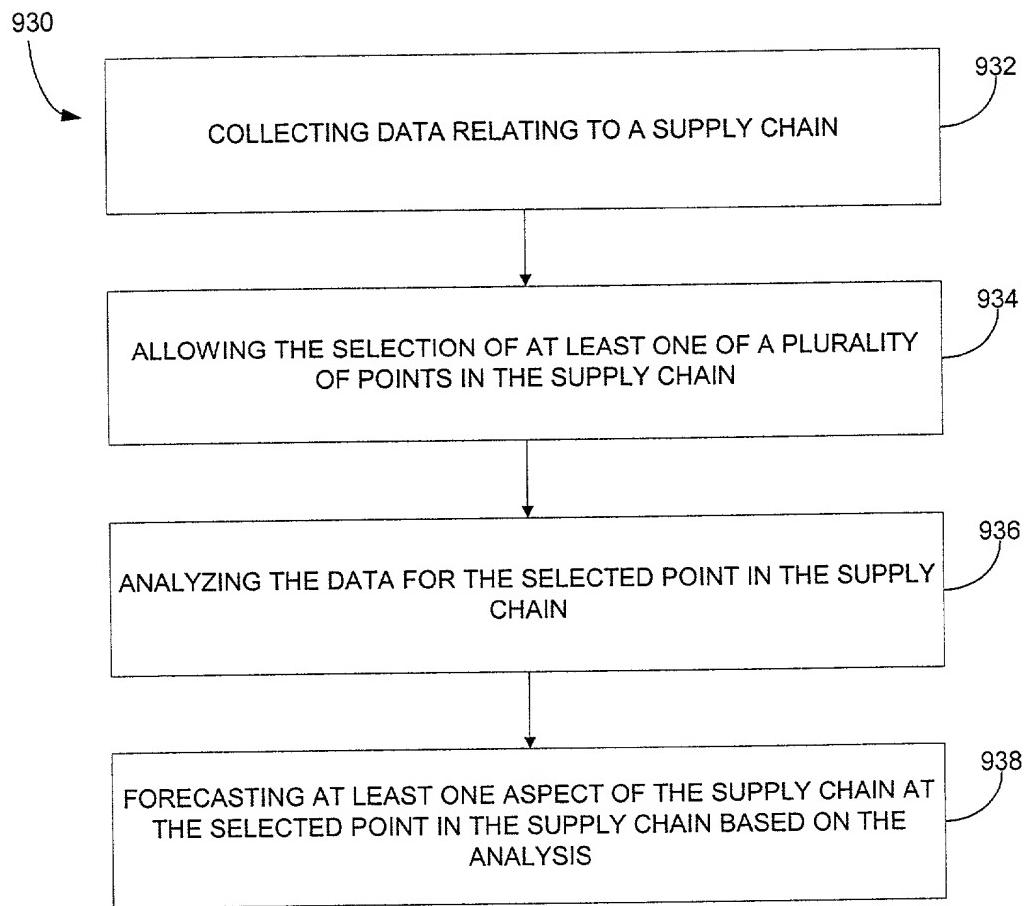


FIG. 9

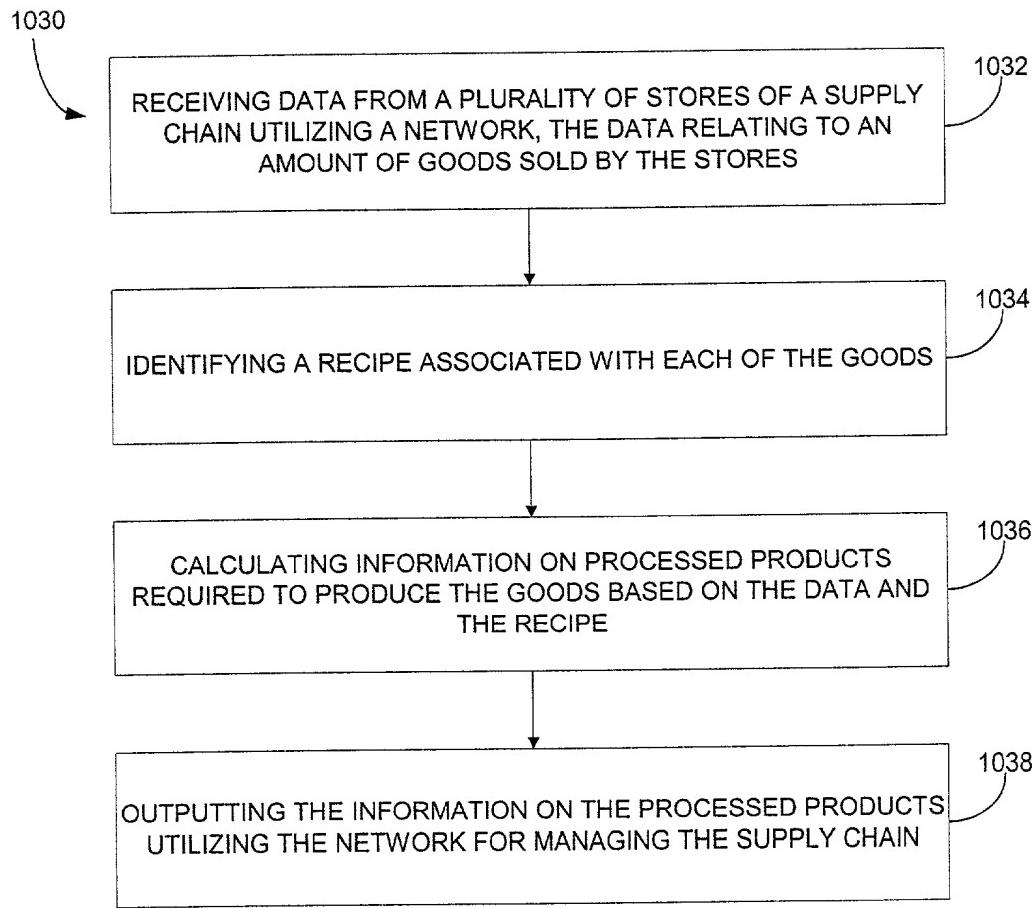


FIG. 10

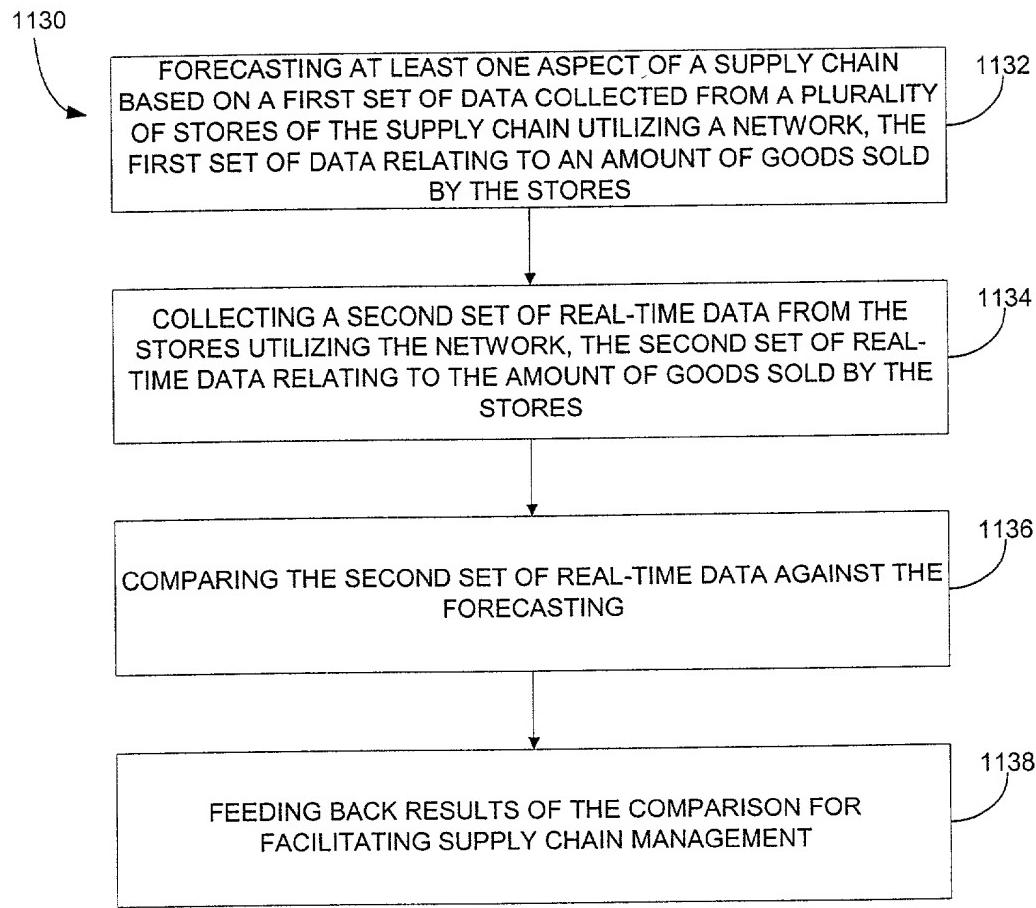


FIG. 11

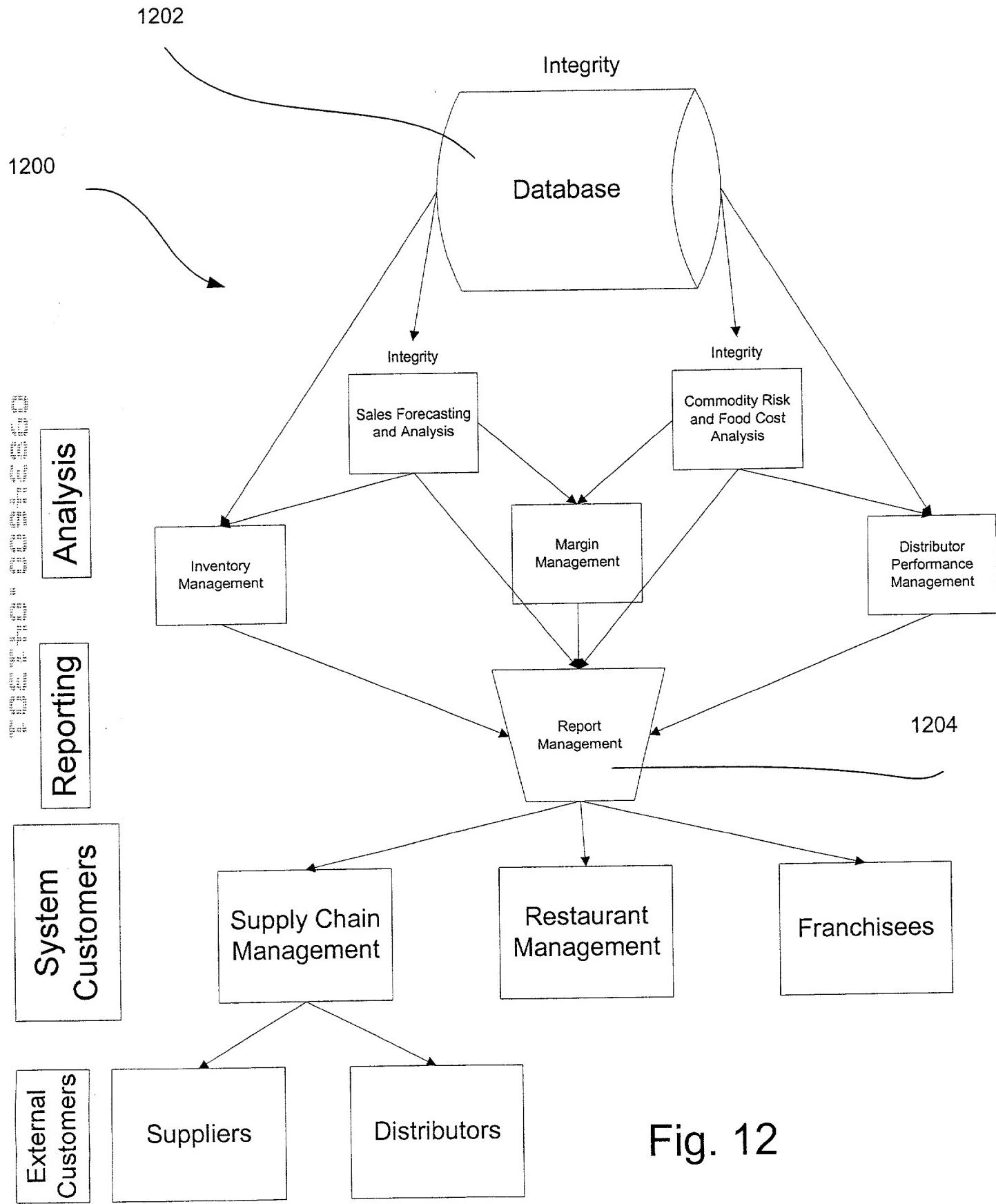


Fig. 12

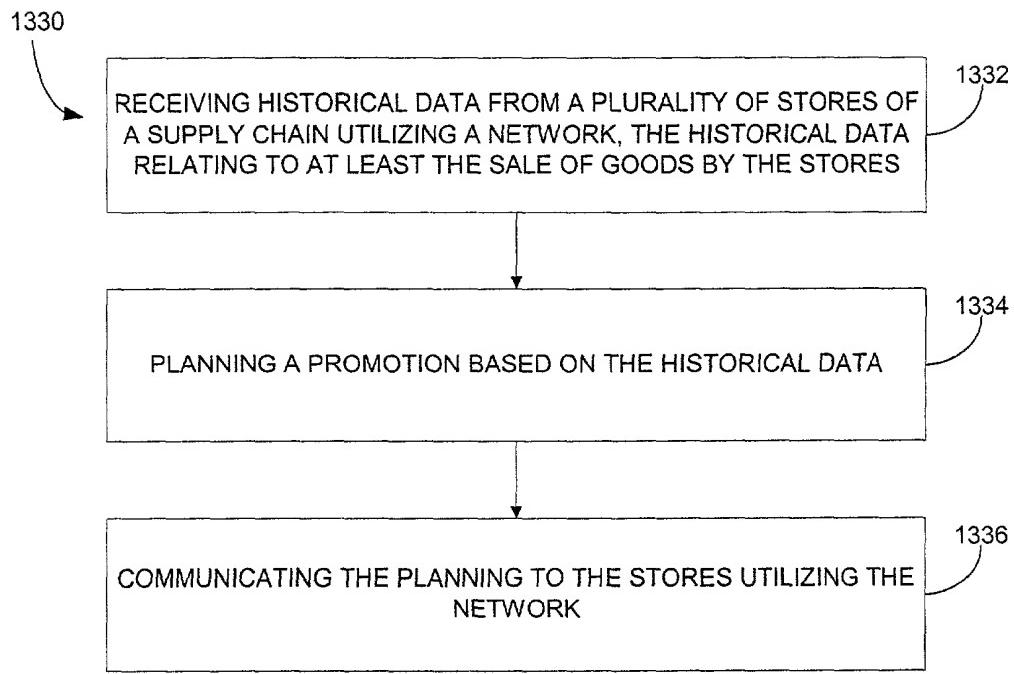


FIG. 13

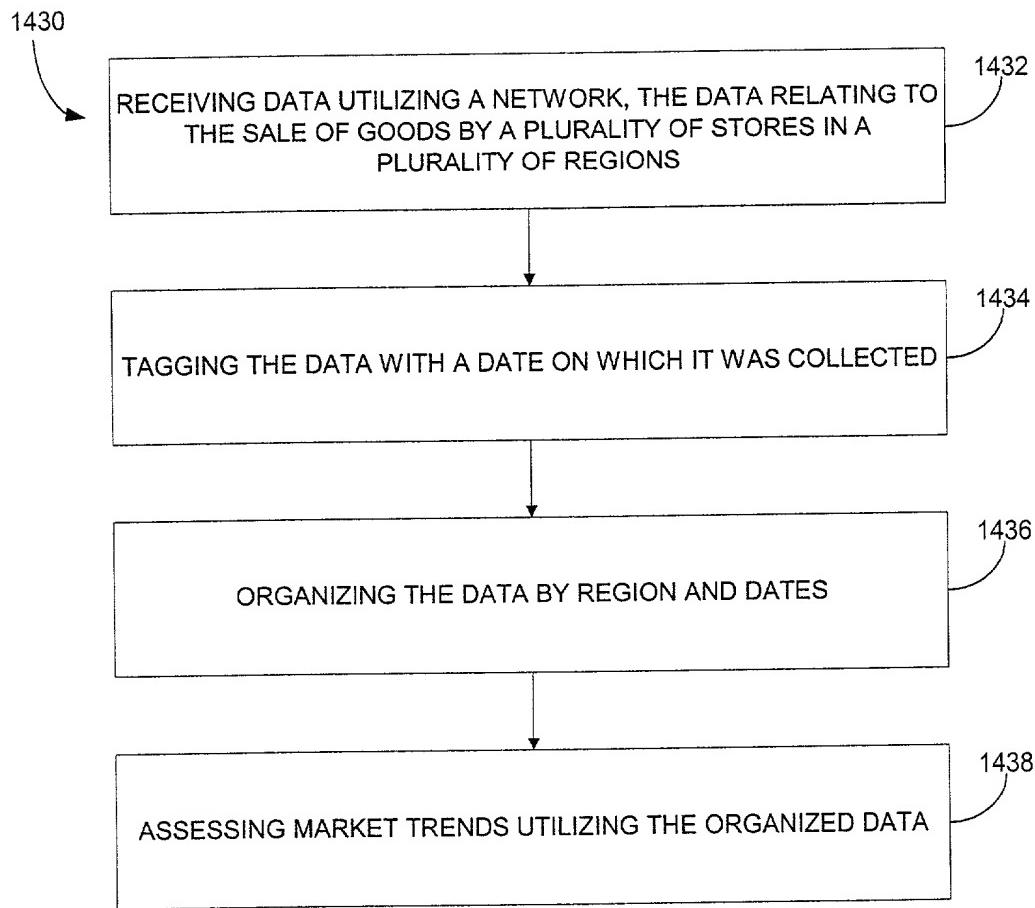


FIG. 14

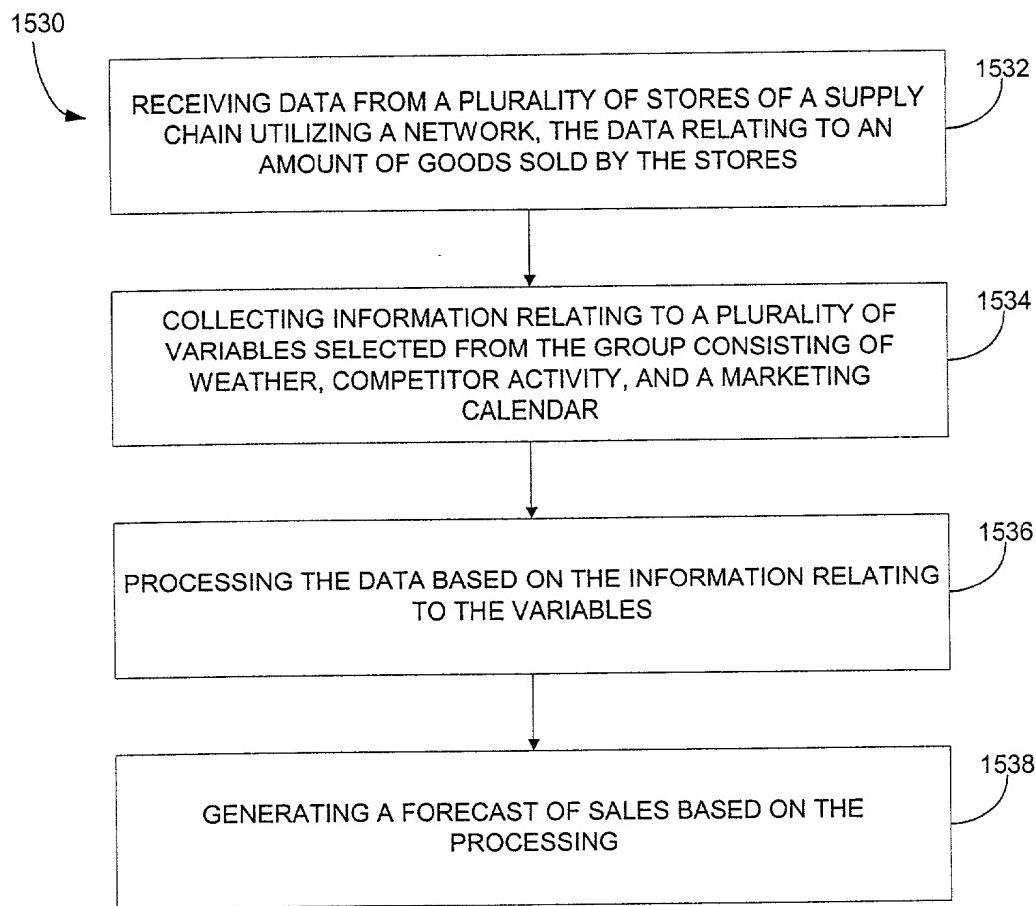


FIG. 15

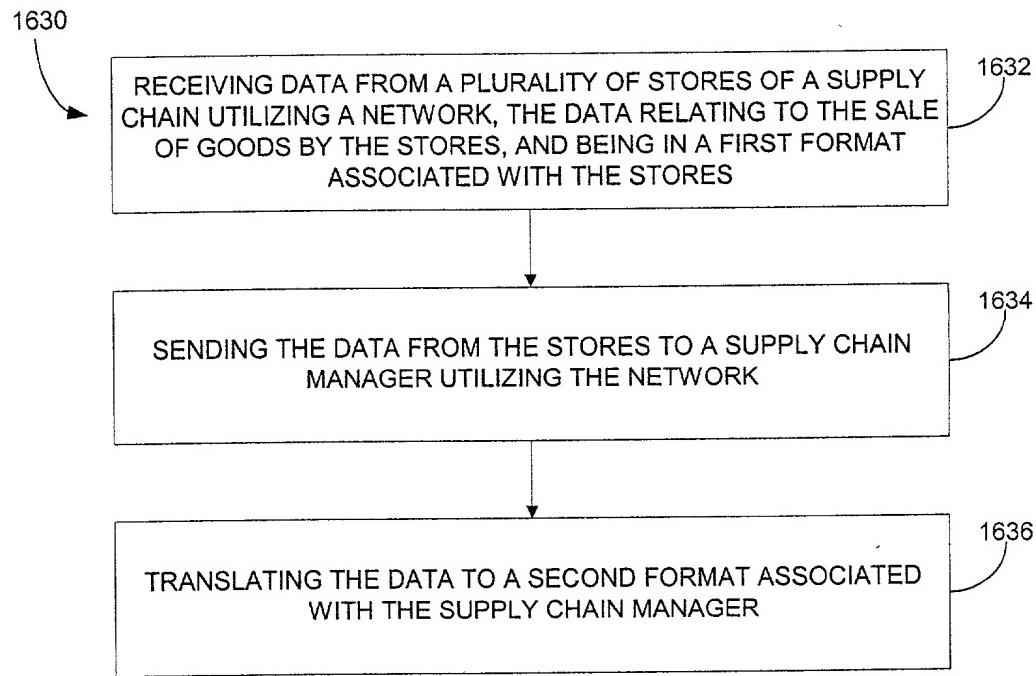


FIG. 16

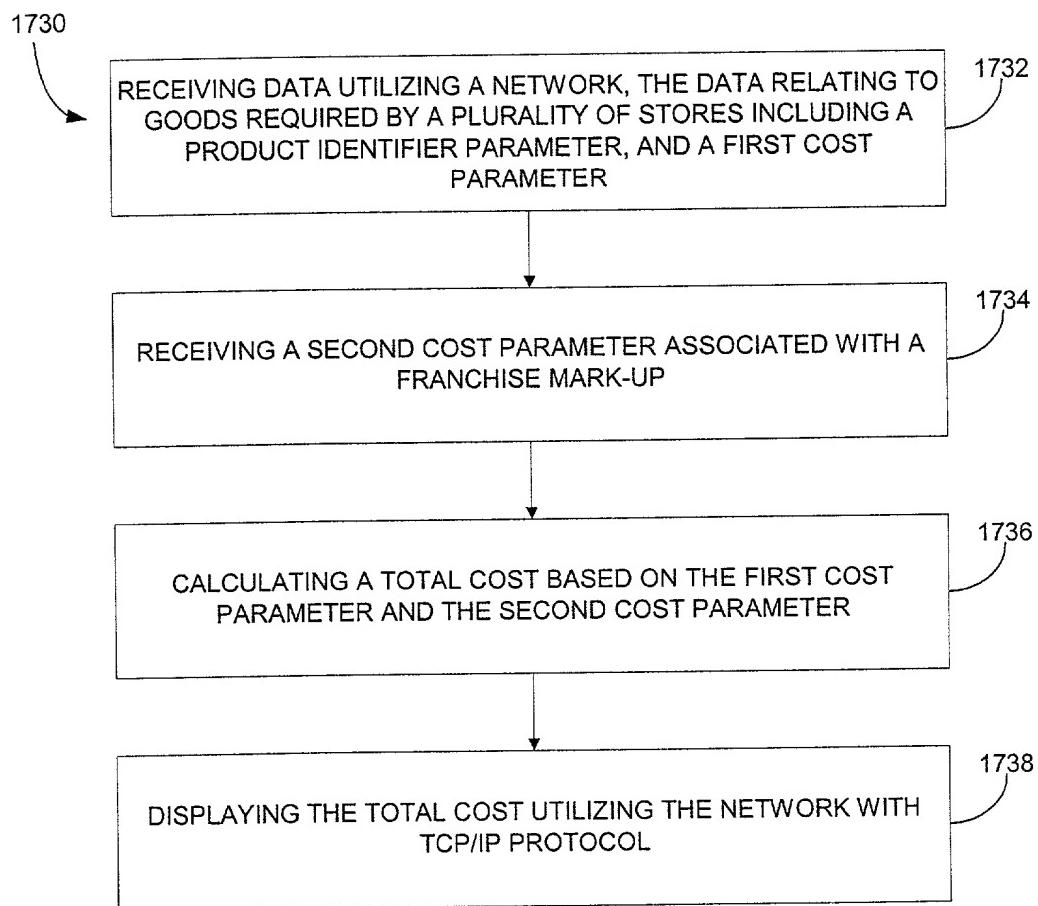


FIG. 17

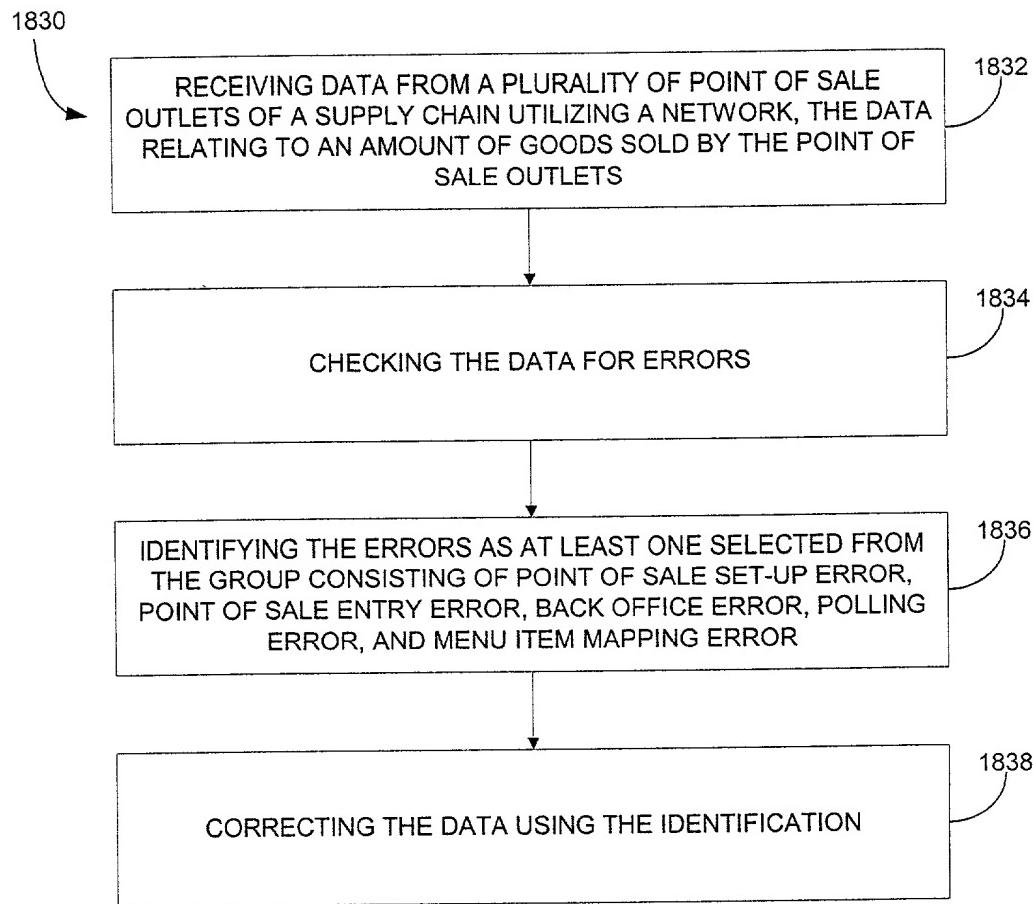


FIG. 18

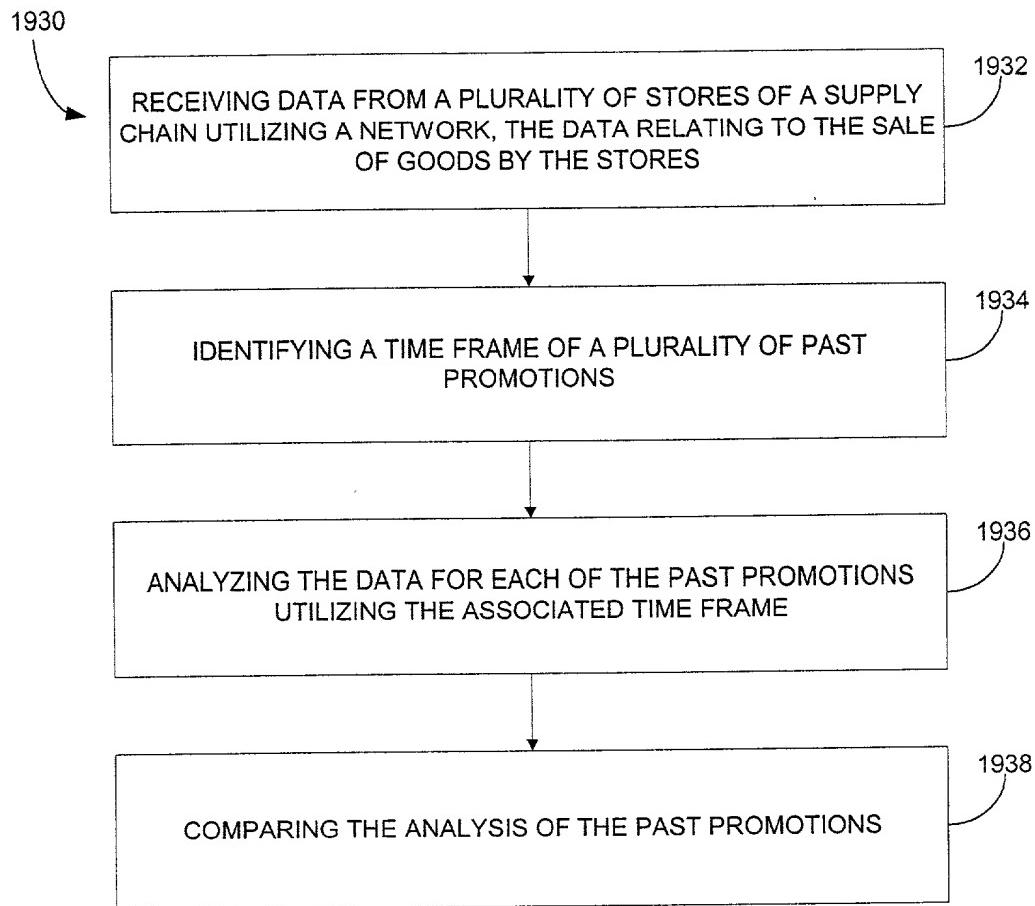


FIG. 19

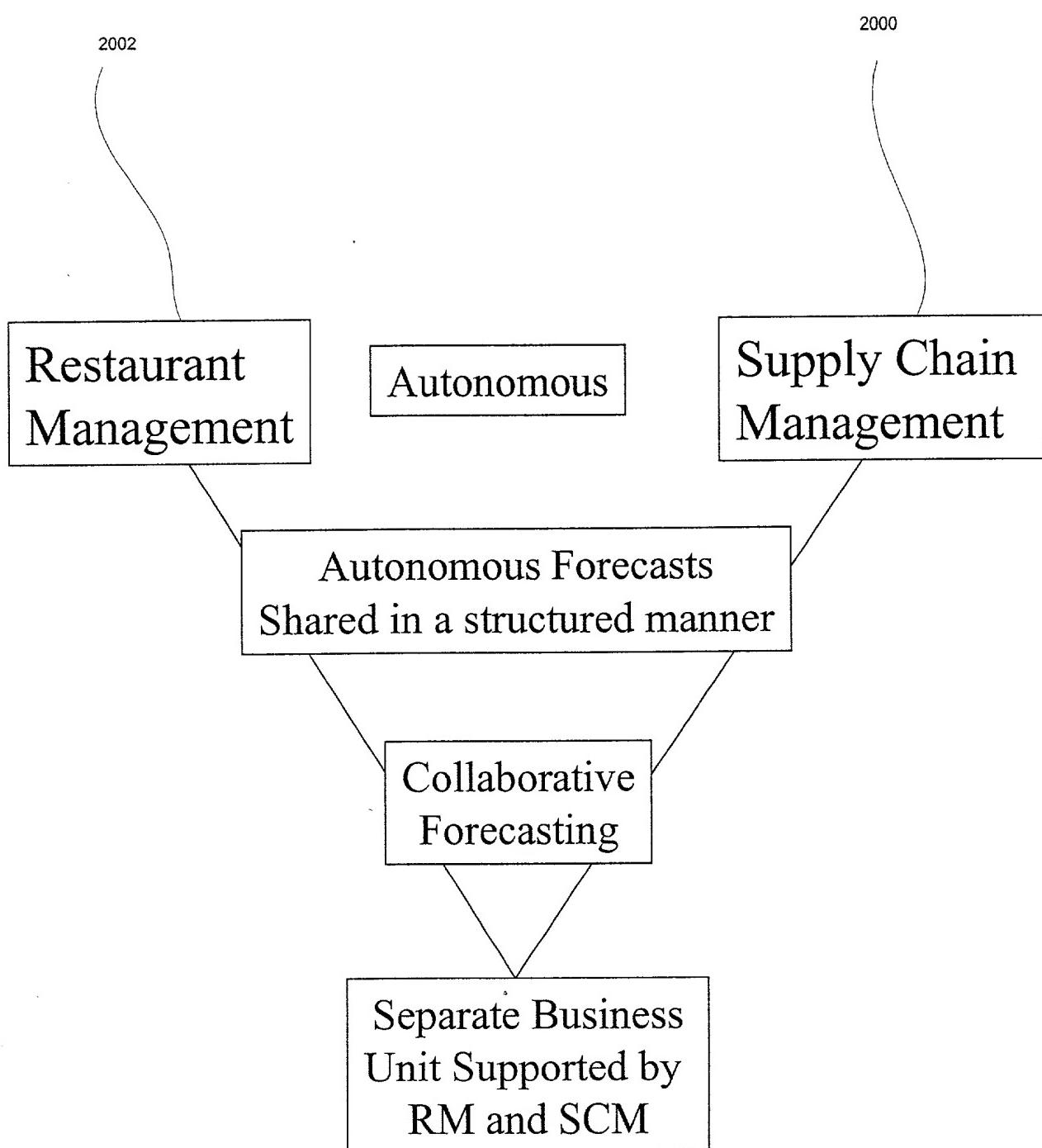
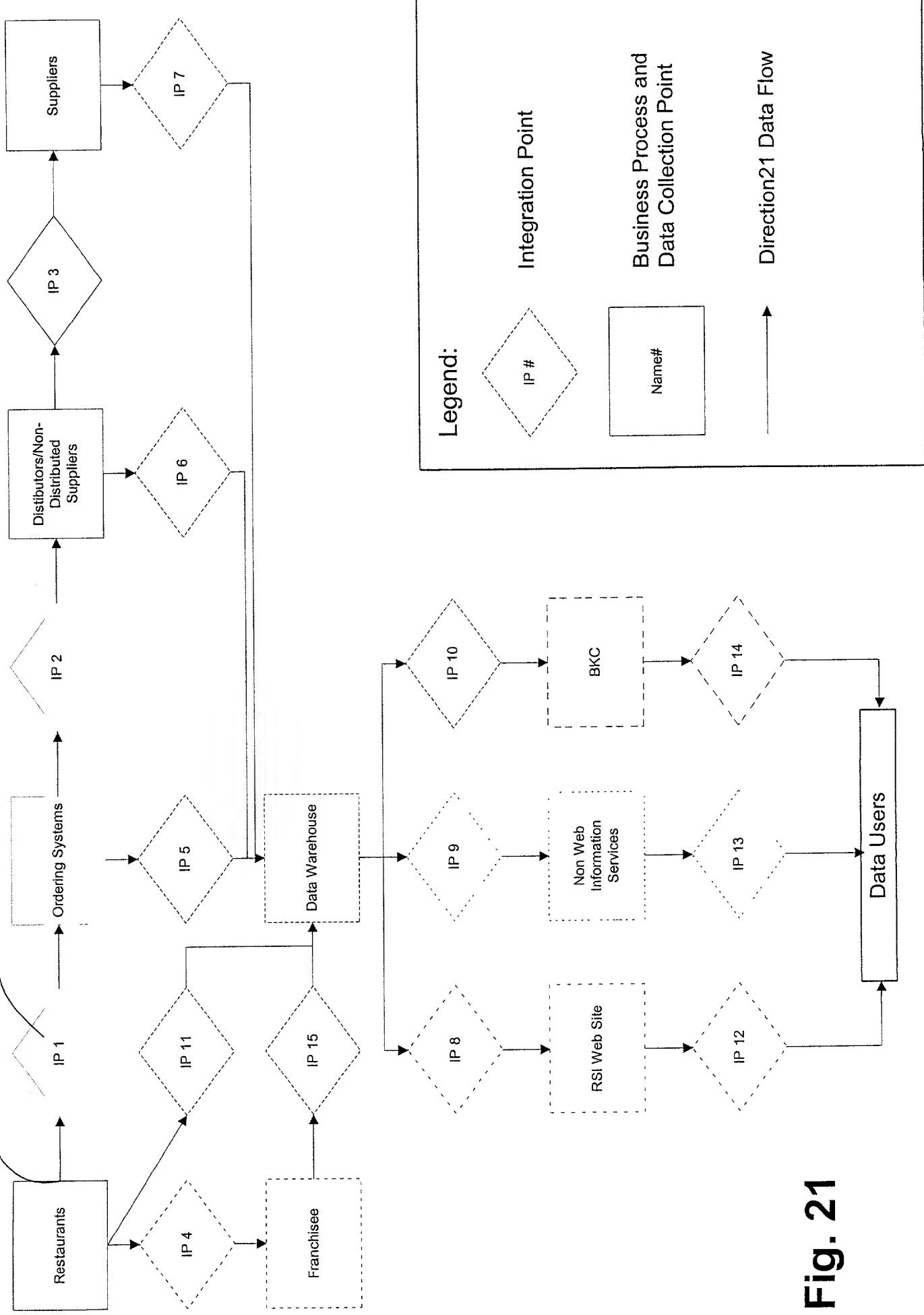


Fig. 20

2102

2104

Ordering Systems
IP 1
IP 2
IP 3
IP 4
IP 5
IP 6
IP 7
IP 8
IP 9
IP 10
IP 11
IP 12
IP 13
IP 14
IP 15
IP #
Name#

**Fig. 21**

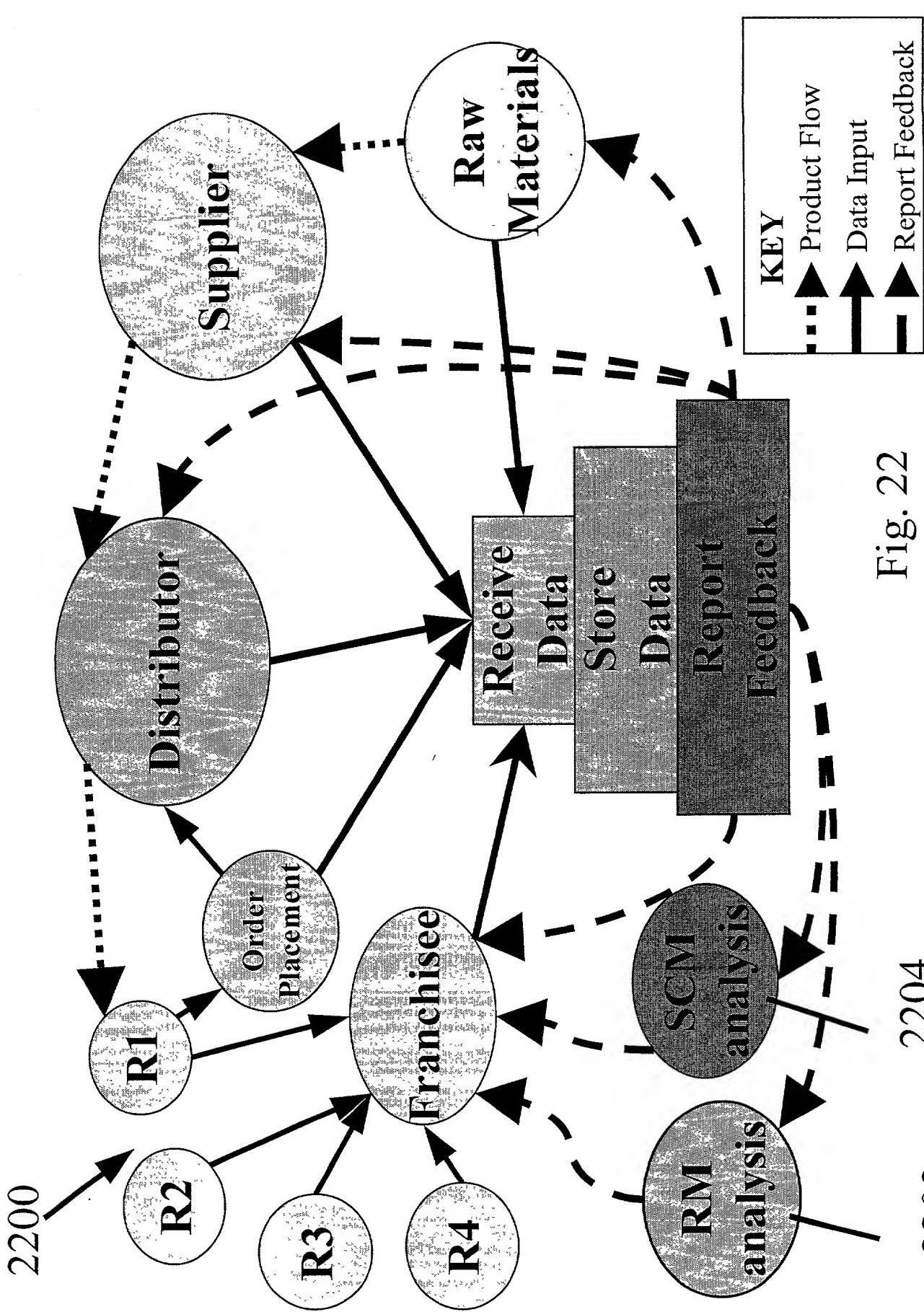


Fig. 22

2204

2202

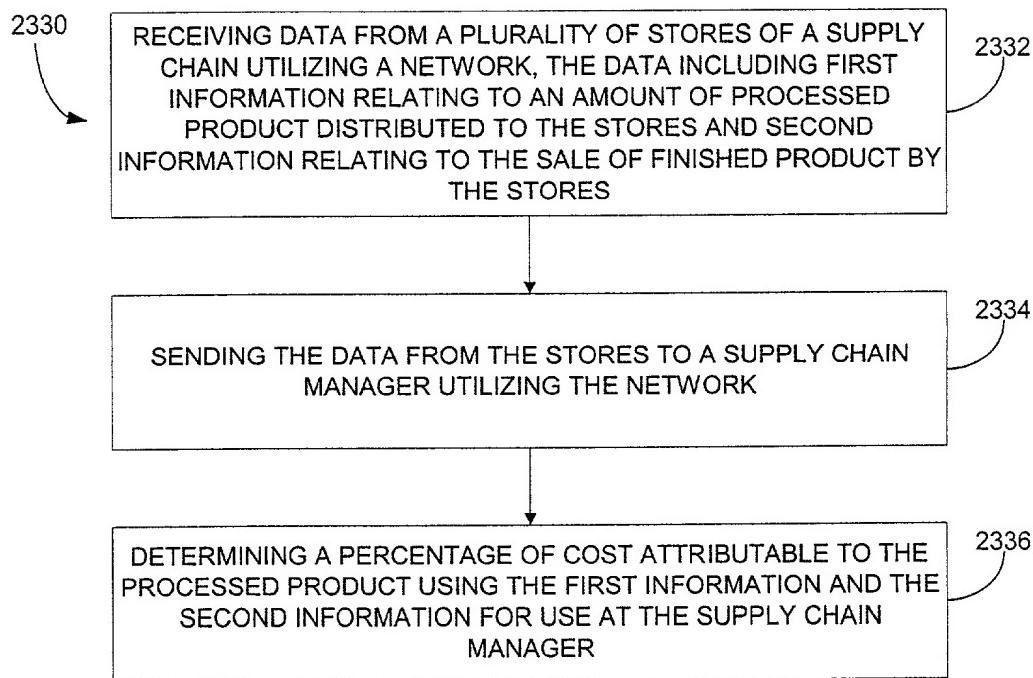


FIG. 23

FIG. 24

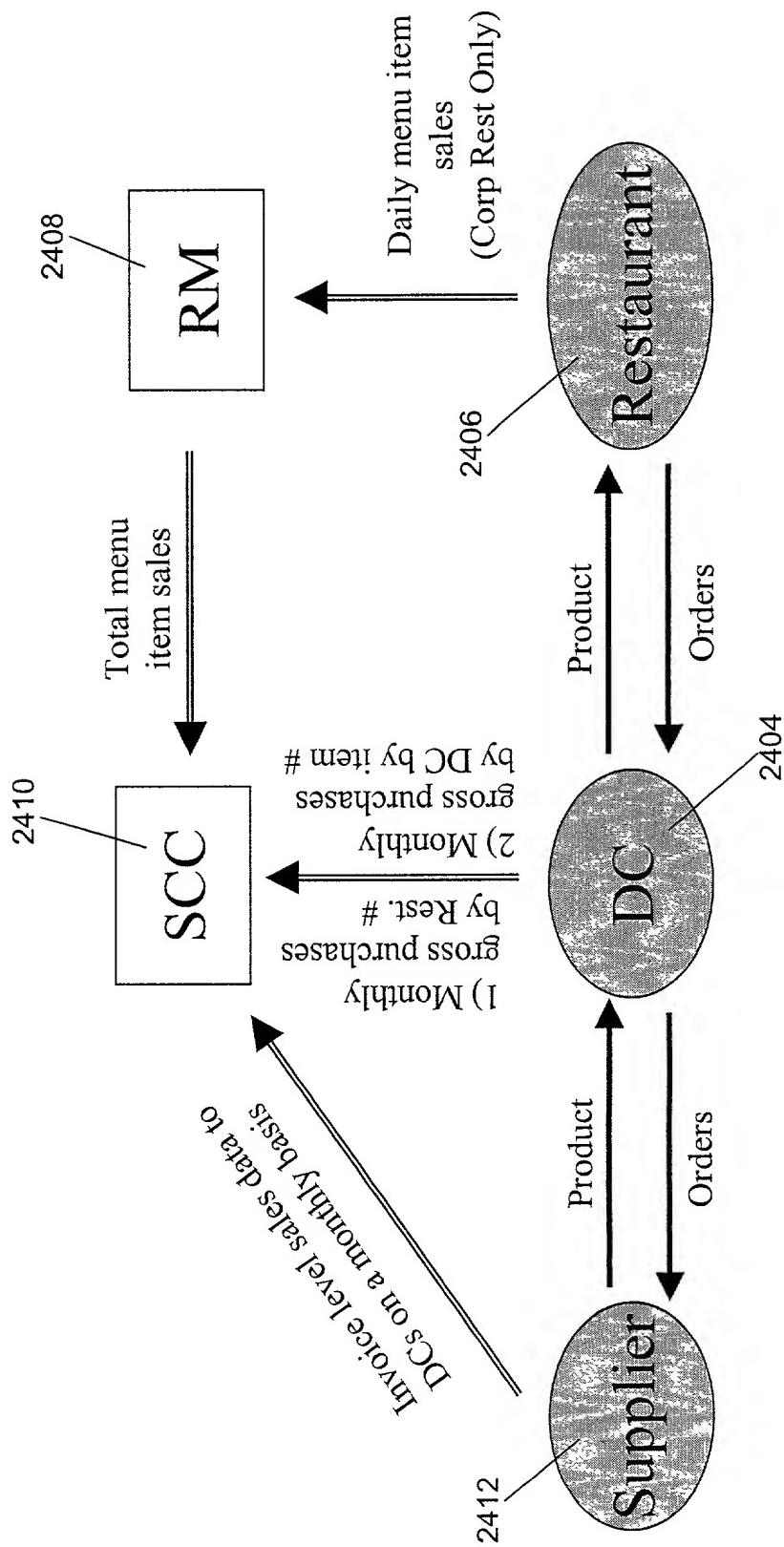


FIG. 25

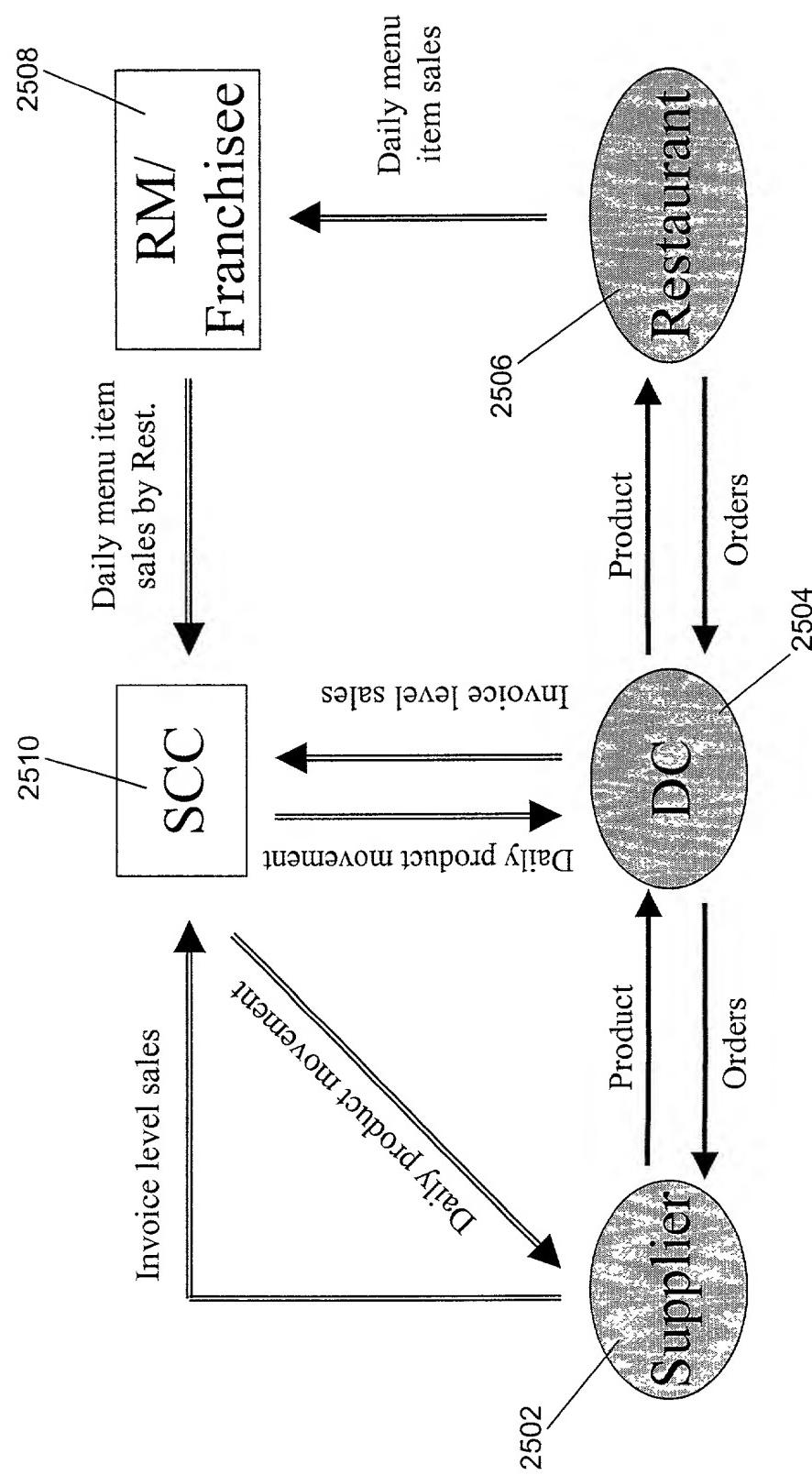


FIG. 26

FIG. 27

2700

Promotional Monitor - System & Regional

Category	Segment	History				Week #1				Total	
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products (units/restaurant/week)											
Whopper	WHOPPERS	215	211	228	269	32	34	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	23	35	26
	YWM WHOPPERS	699	679	714	813	94	103	111	111	120	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	183	275	209
Variance from Expected (Highlighted Areas are Outside of Expected Range)											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
	YWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%

2702

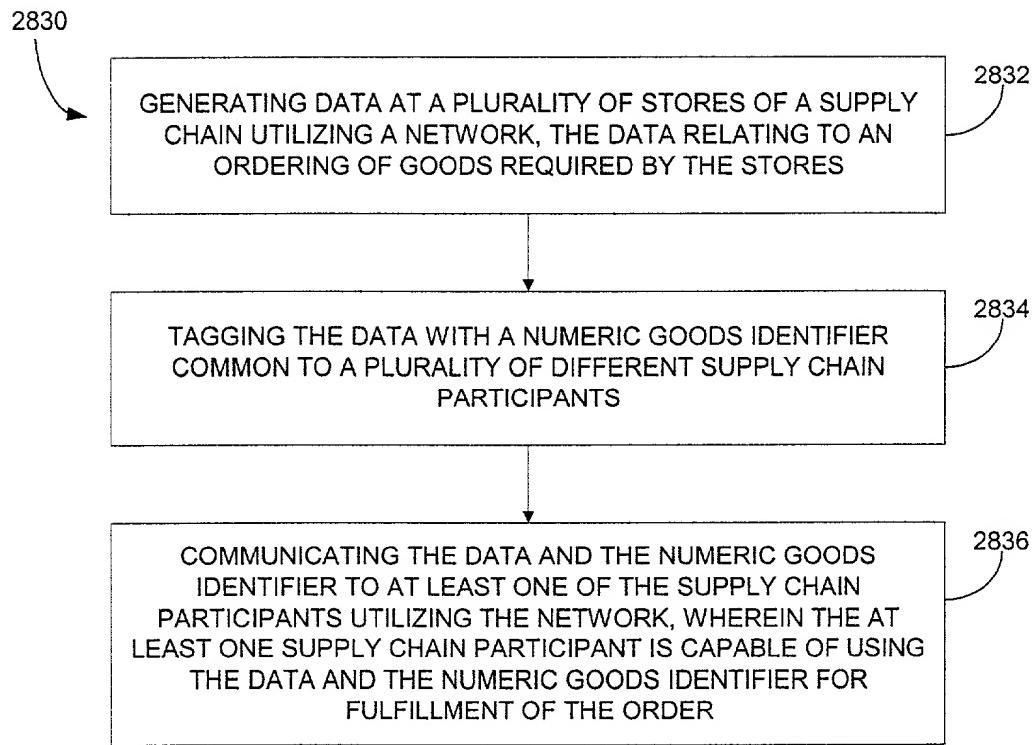


FIG. 28

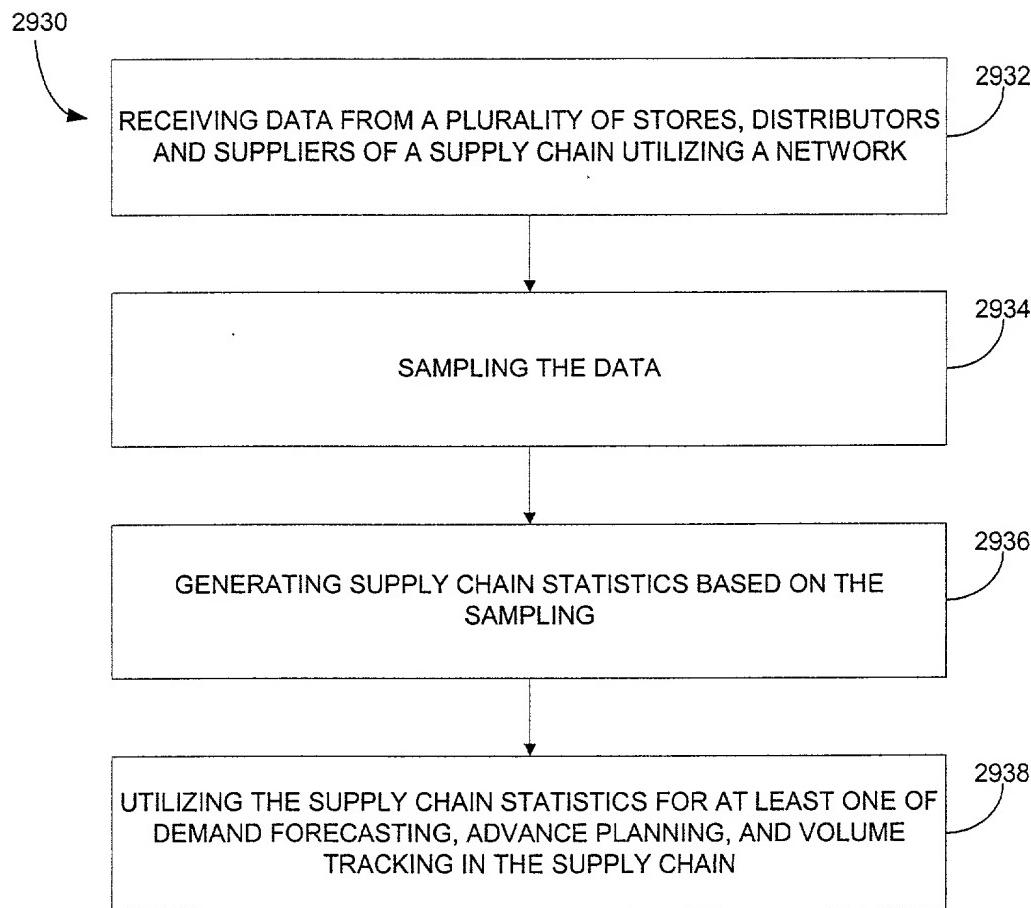


FIG. 29

Order status: Open Order ID: 30000 Date: 06/01/04 Status: Open Order Type: Sales Order
Order Status: Open Order ID: 30000 Date: 06/01/04 Status: Open Order Type: Sales Order

3000
↓

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr):	Jun-00
-------------------------	--------

Delivery Order Fill Rate

3002

Total Cases Ordered:	65712
----------------------	-------

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overshielded and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total.	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

Alliant
 Average for all DC's

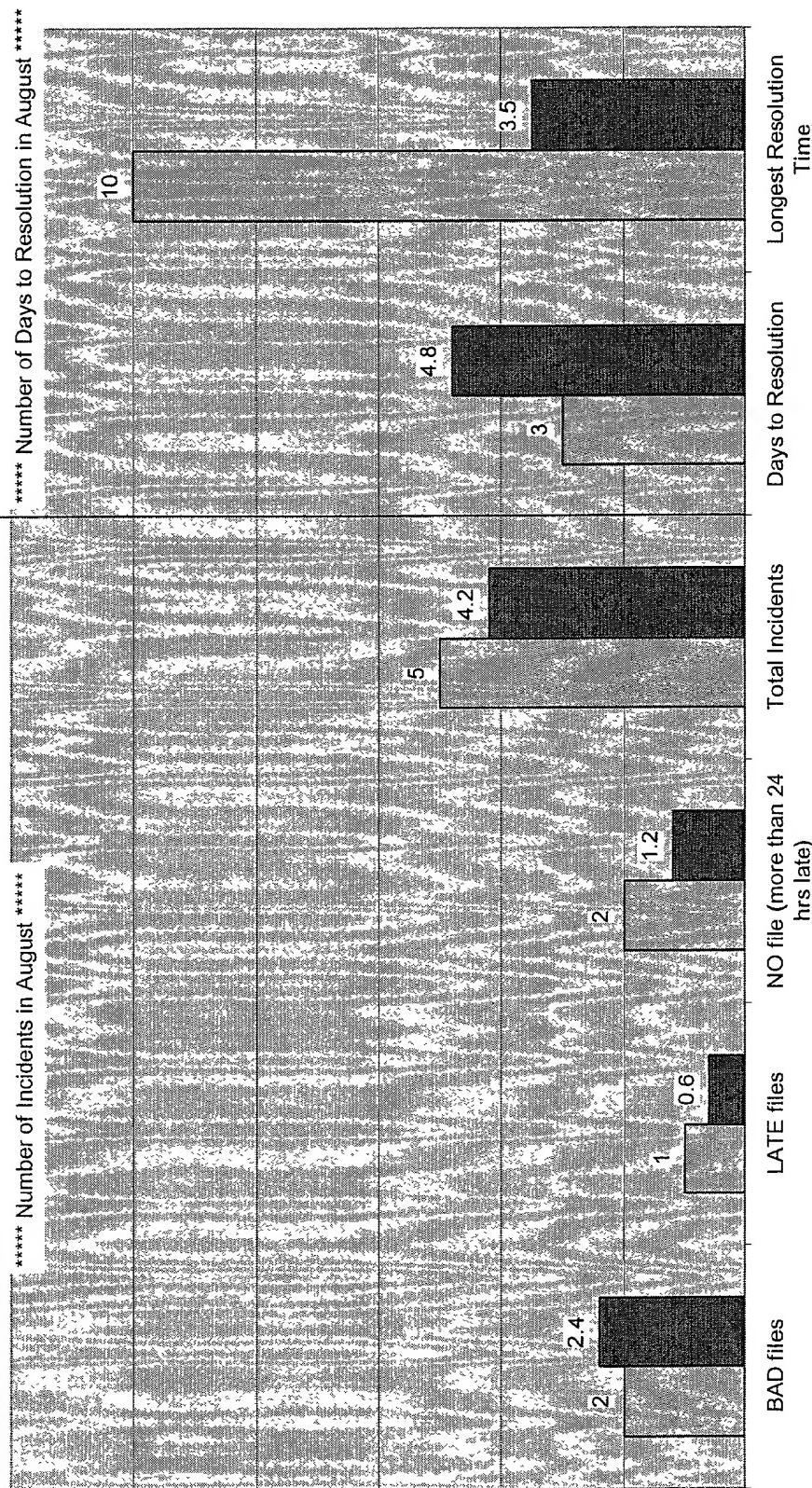


FIG. 31

3200



Service Level Reporting

August

	Fill Rate	On - Time	Perfect Order
Alliant Paducah	99.14%	90.08%	
Alliant Topeka			
Alliant Wixom	99.03%	98.77%	
King Atlanta	99.34%	92.93%	78.70%
King Jacksonville	99.68%	96.56%	80.90%
King Louisville	99.73%	94.53%	86.98%
Maines 29 Conklin	99.4%		79.25%
Maines 30 Cleveland	99.41%		
Maines Long Island	99.68%		
Maines New England			79.83%
MBM Fullerton	99.13%	94.15%	#DIV/0!
MBM Lewisville	99.6%	92.88%	#DIV/0!
MBM Orlando	99.76%	93.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.48%	#DIV/0!
McCabe's	99.88%	99.72%	96.83%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.66%	96.04%	86.37%
PFD Supply	99.18%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYAMonarch	99.20%	97.79%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.3%	93.69%	
Reinhart-Rogers	99.59%	95.49%	
Restaurants NW	99.05%	99.07%	80.4%
Shamrock Commerce City	99.5%	94.88%	83.13%
Shamrock Phoenix	98.8%	93.88%	
Sigma Harrisburg	99.69%		82.88%
Sigma Stockton	99.69%		
Sysco	99.69%	100.00%	82.4%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	
Didn't meet RSI Min.	
Didn't meet BK Min.	

FIG. 32

FIG. 33

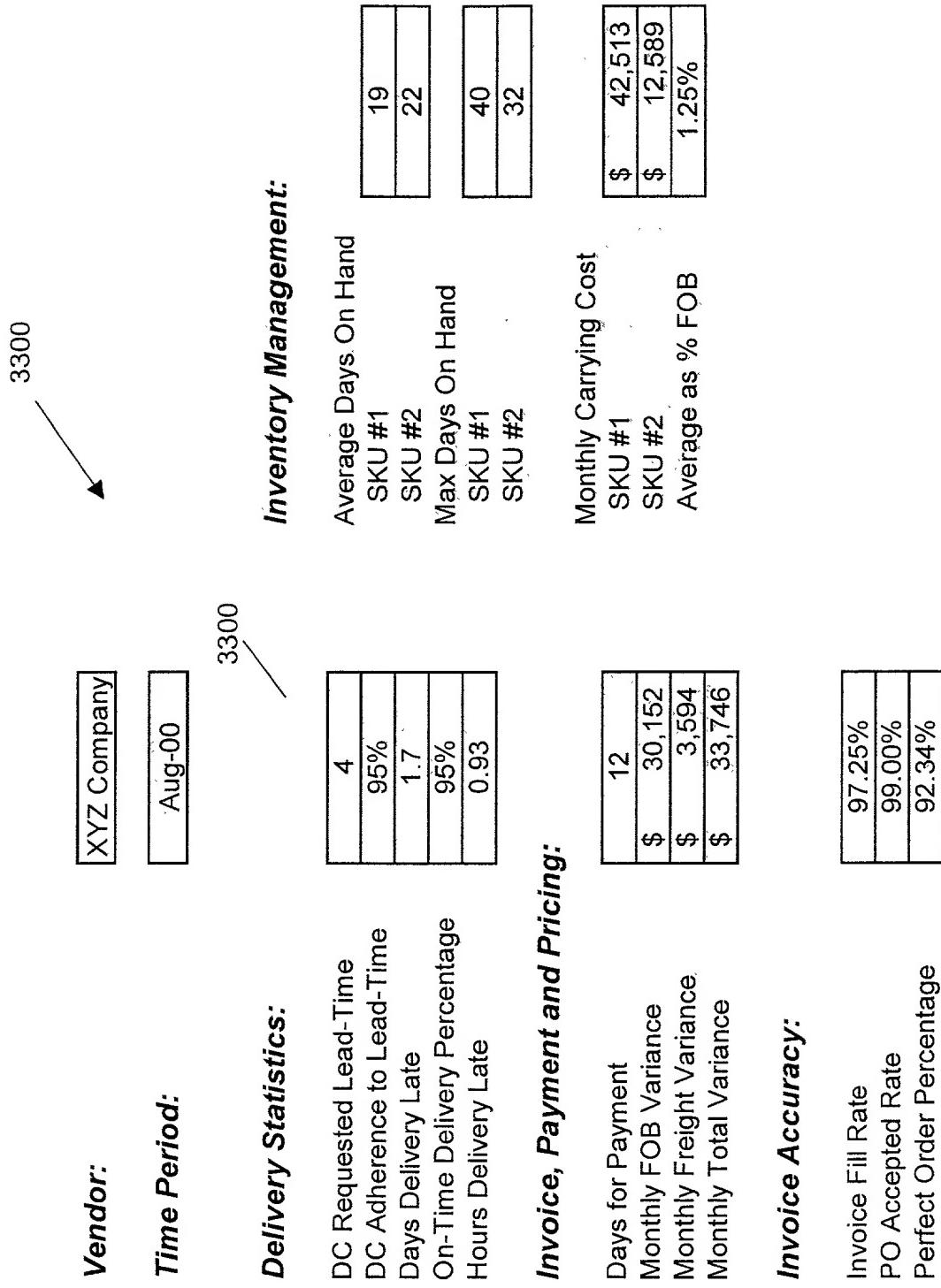


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

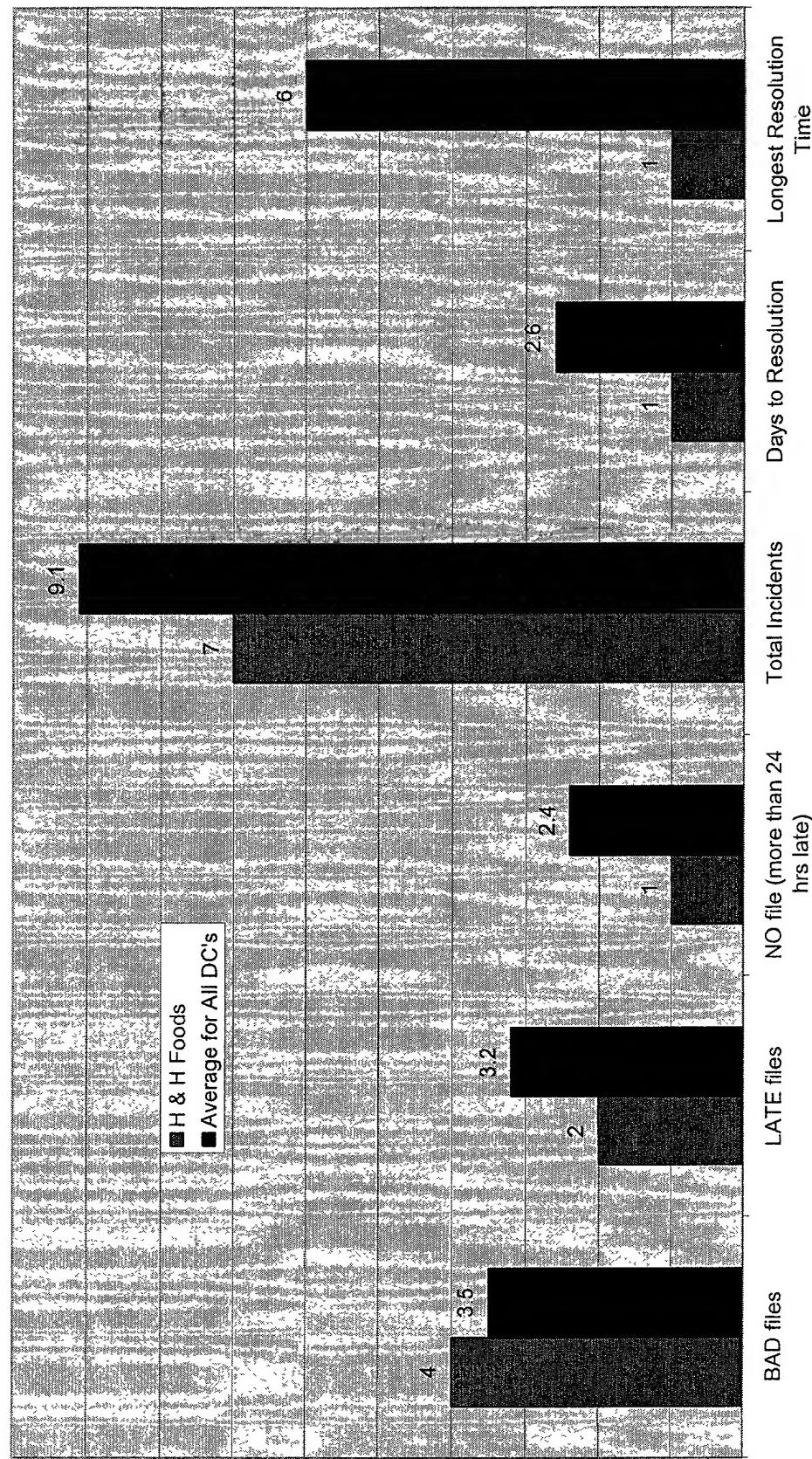


FIG. 35



3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS INC.	\$4,861		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR SYSTEMMEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.94%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		
FRESH ADVANTAGE KC	\$0	98.6%	1.46%
SILVER KING MN CORP			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE AIR	\$0	93.4%	2.51%
COMPONENT HARDWARE GROUP INC			
COCA COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS LLC	\$3,428		1.04%
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	
Didn't meet RSI Min.	

Mock Report/1

3600
↓

	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

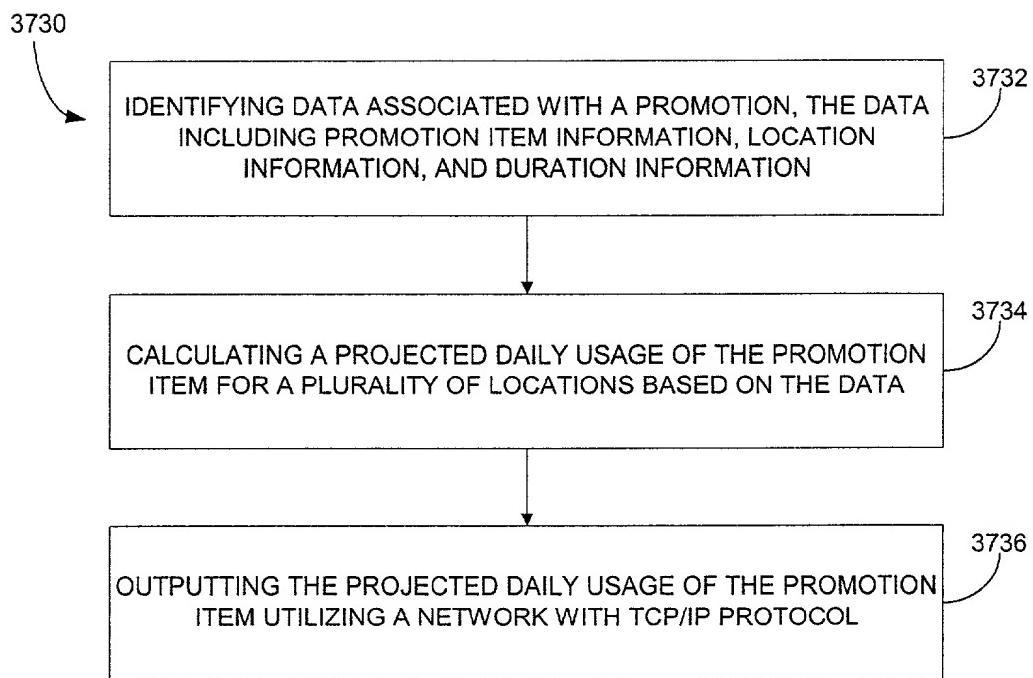


FIG. 37

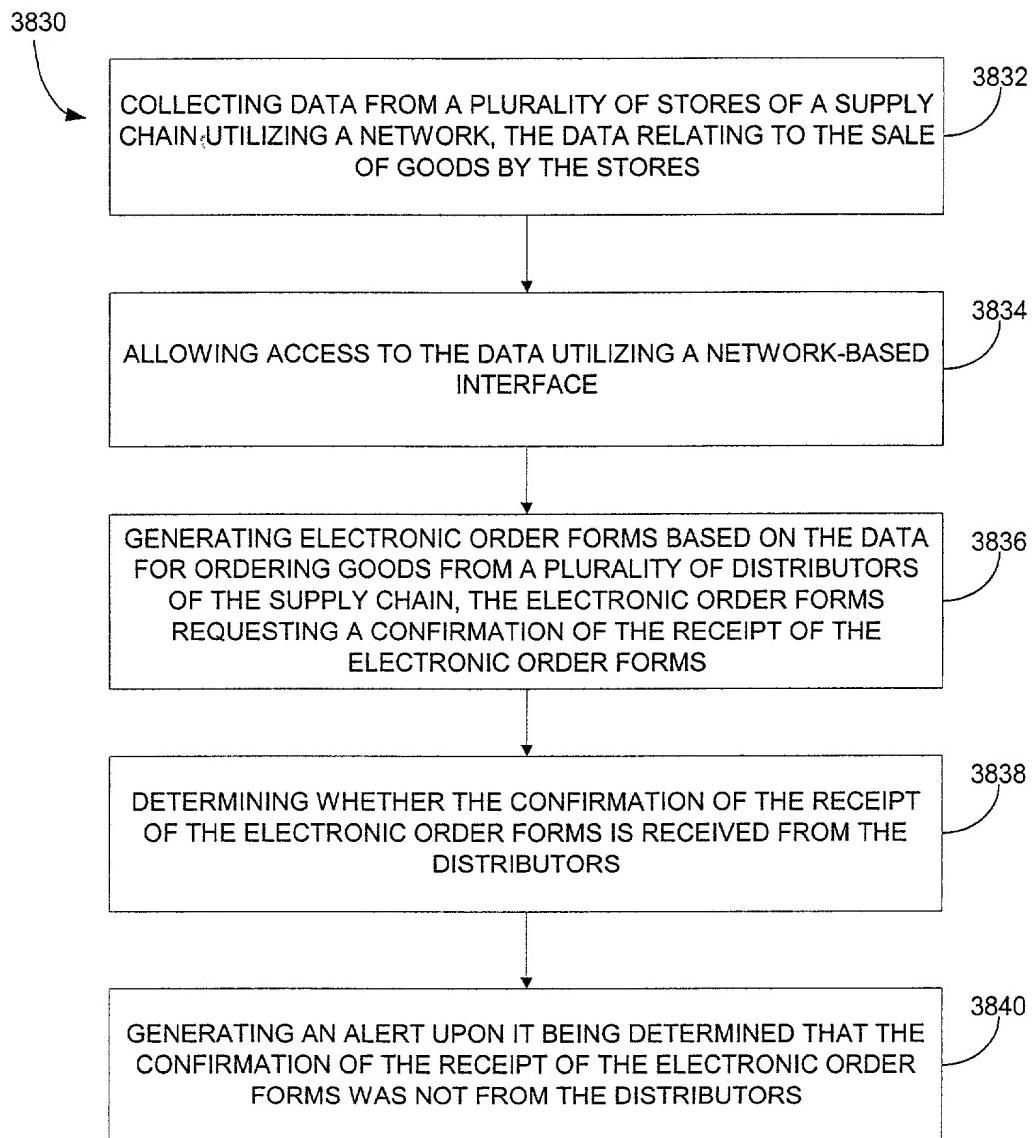


FIG. 38

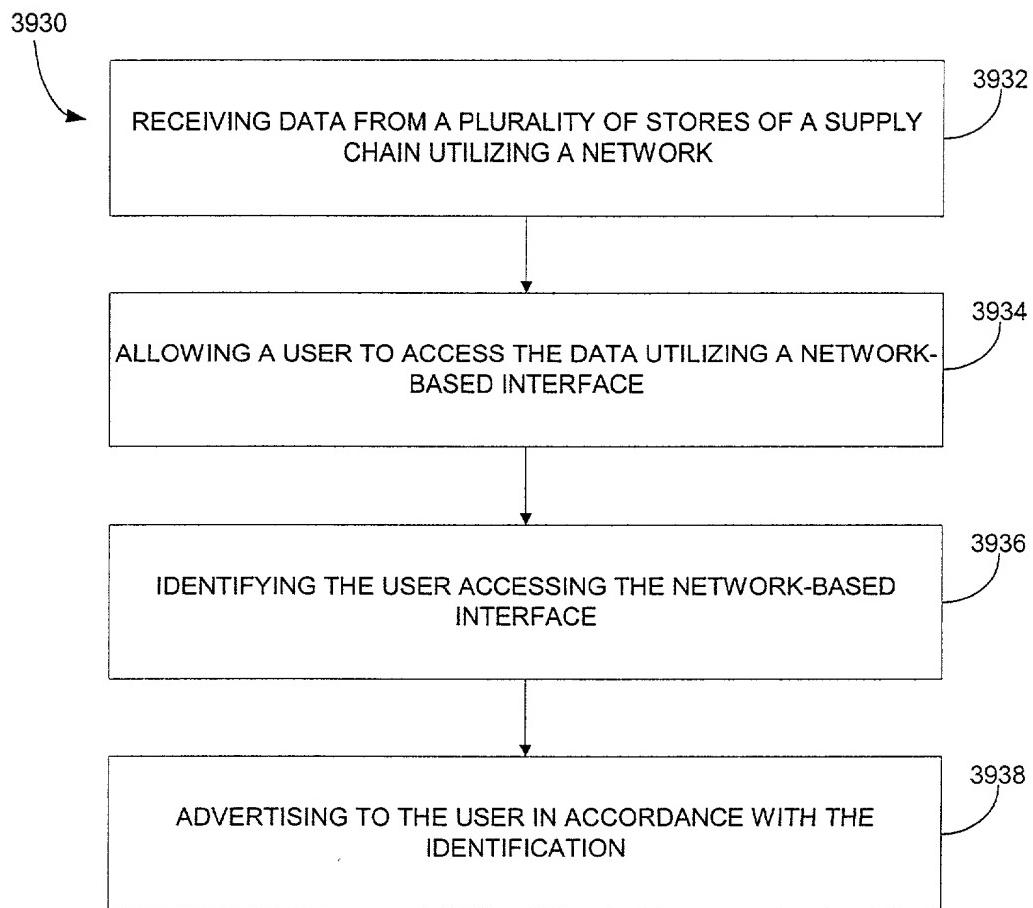


FIG. 39

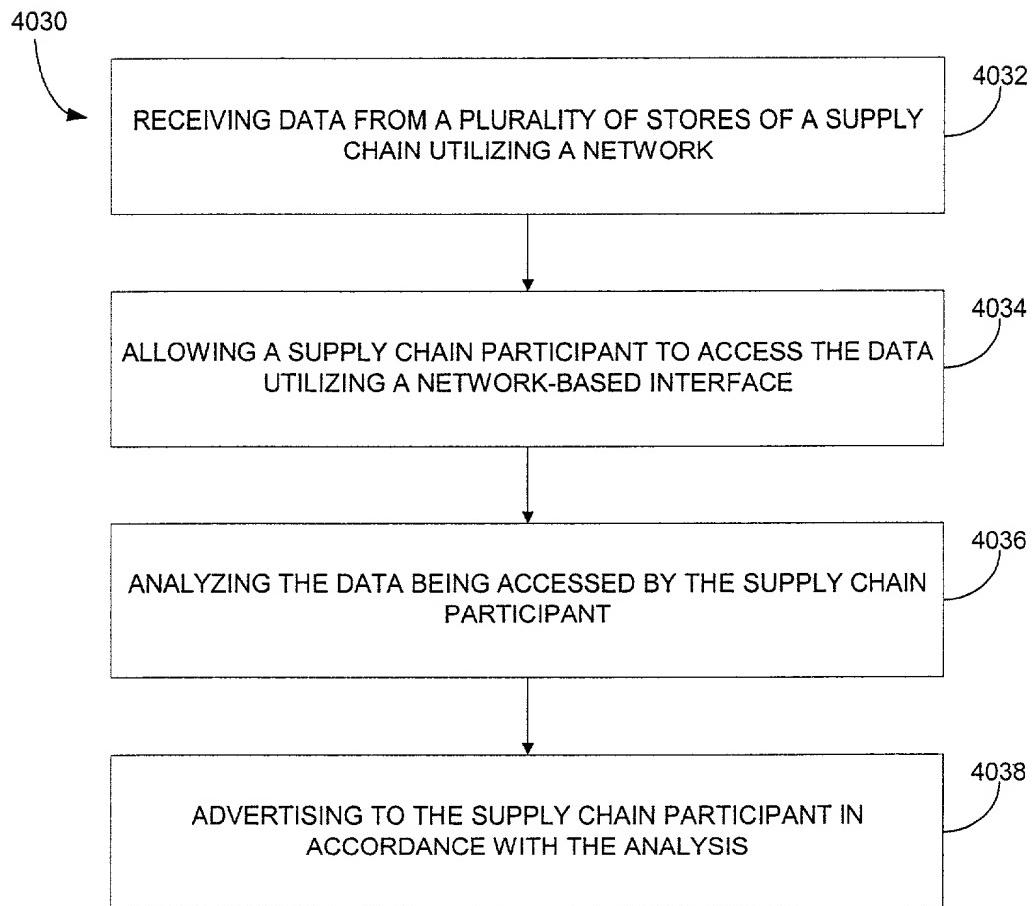


FIG. 40

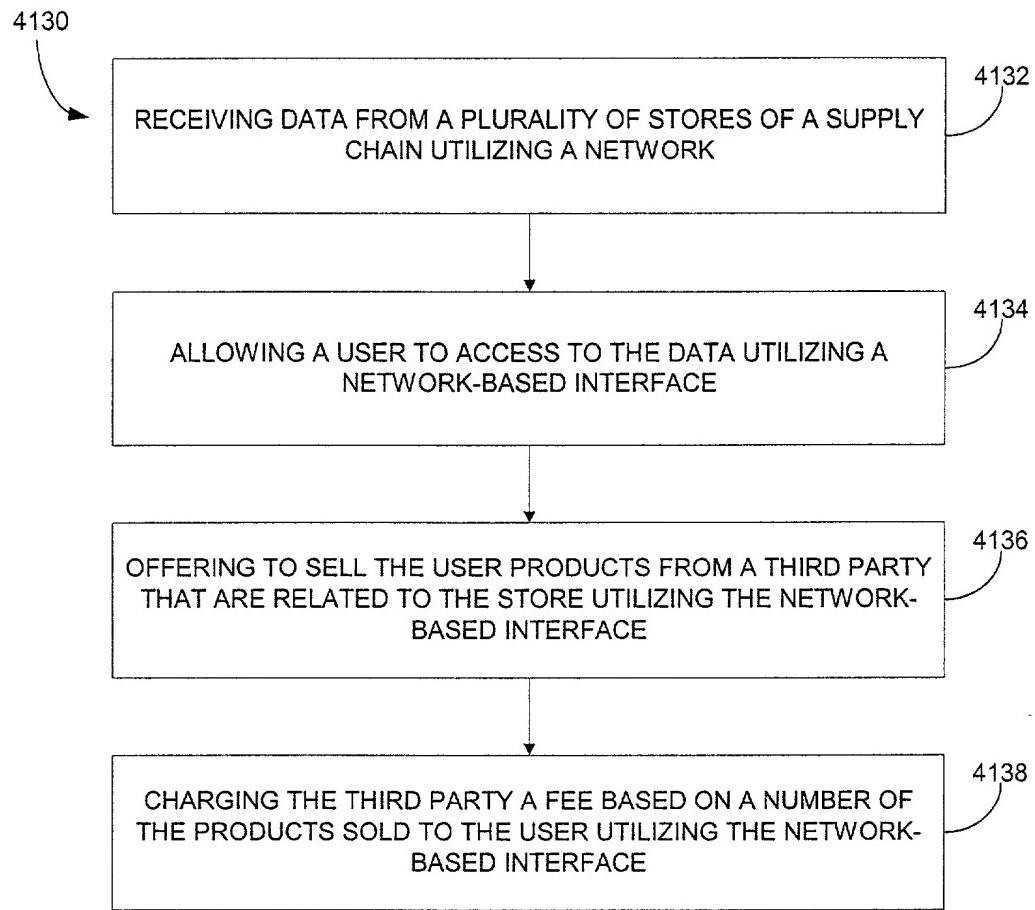


FIG. 41

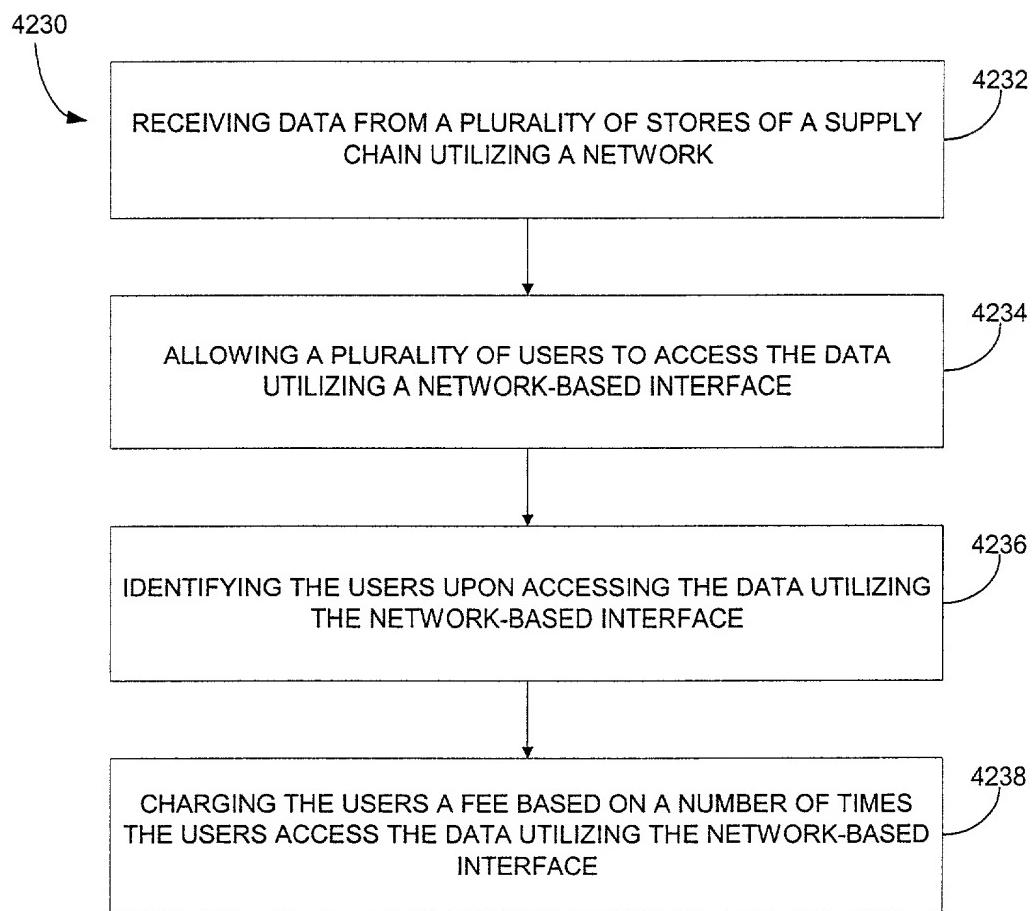


FIG. 42

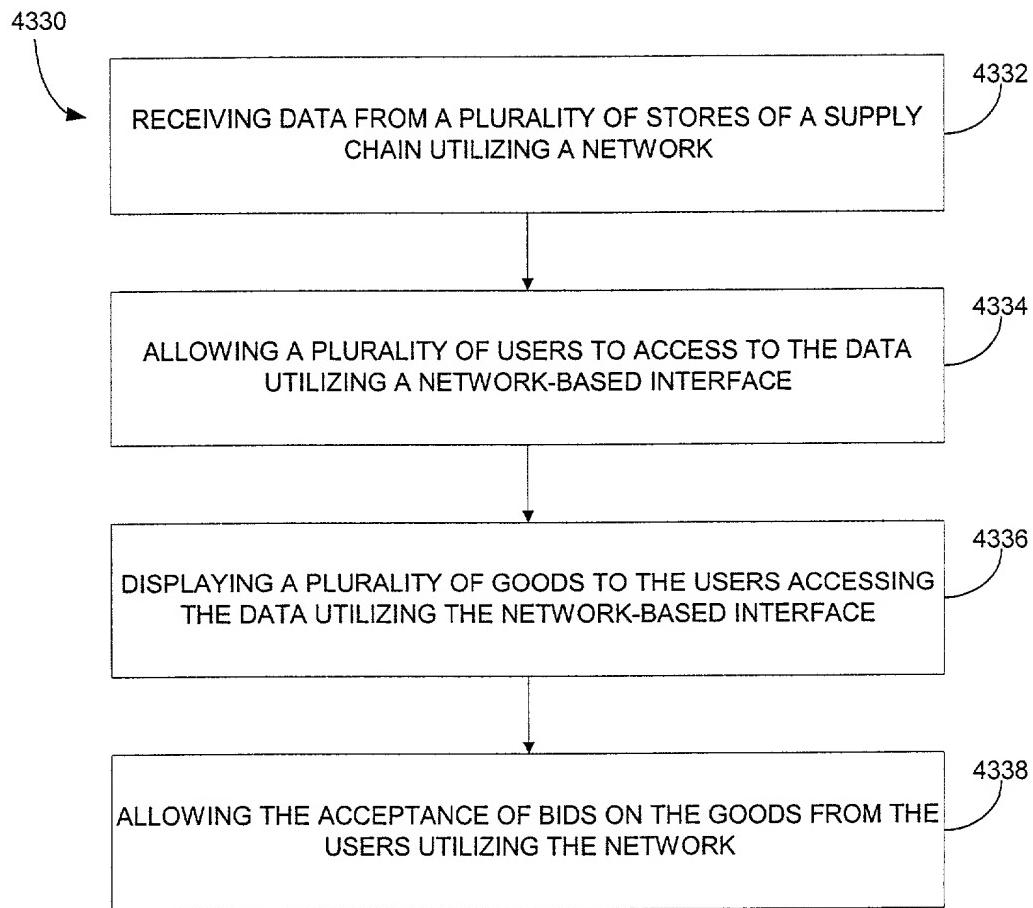


FIG. 43A

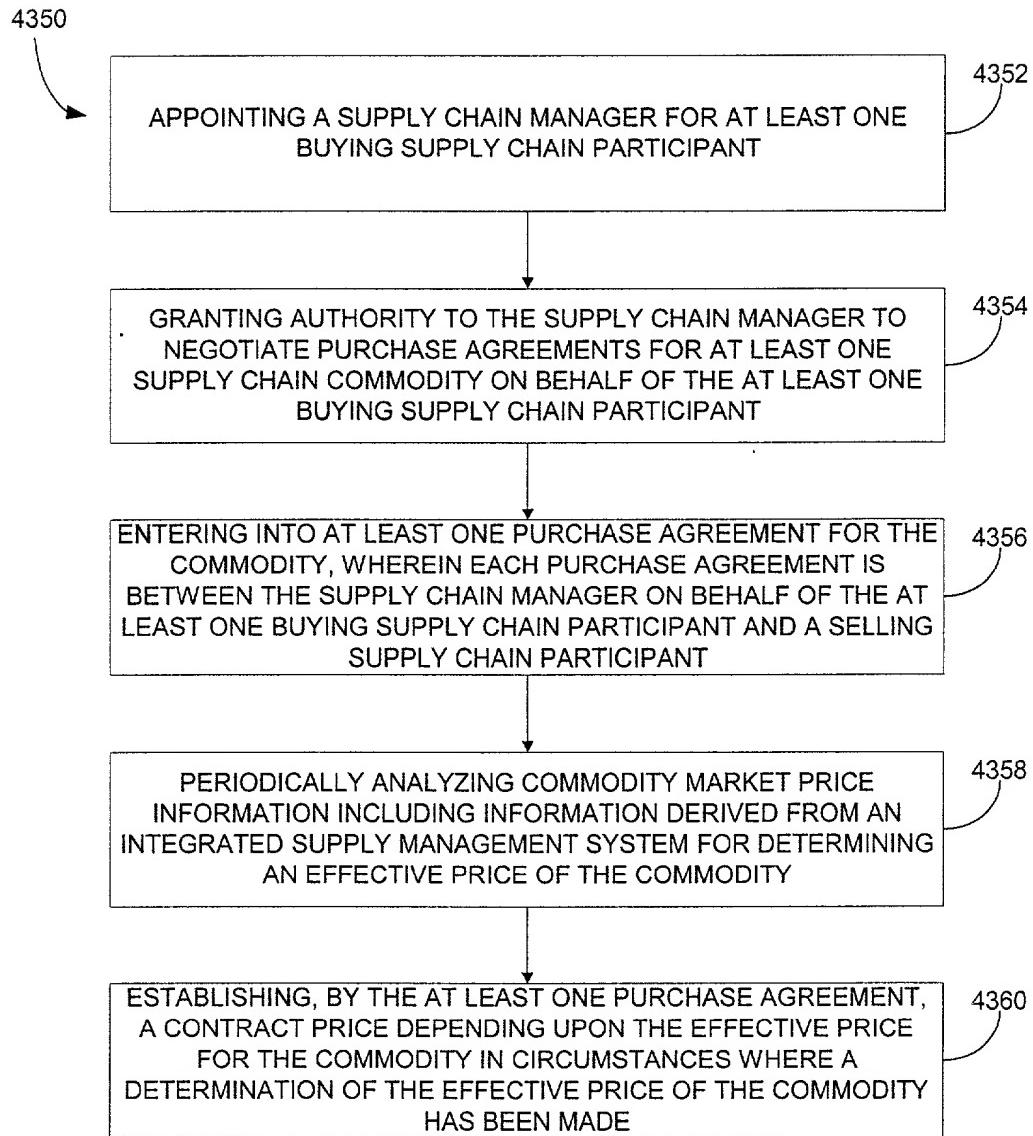


FIG. 43B

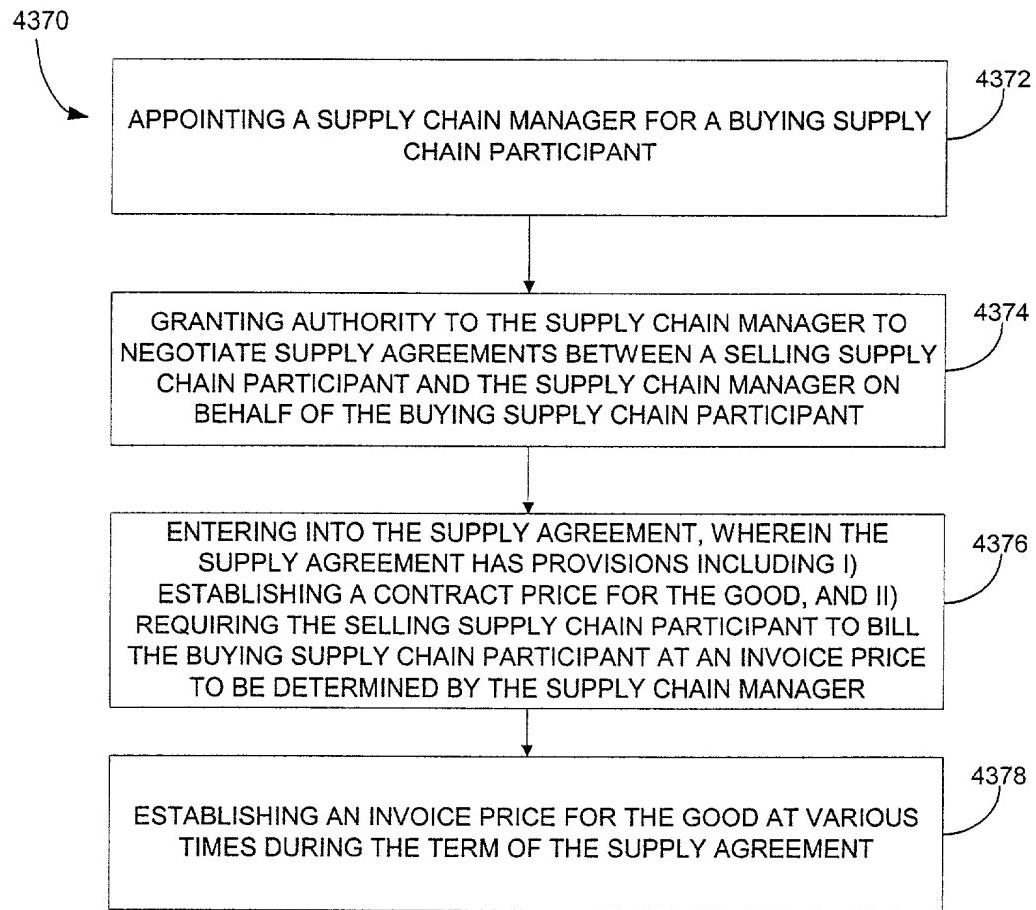


FIG. 43C

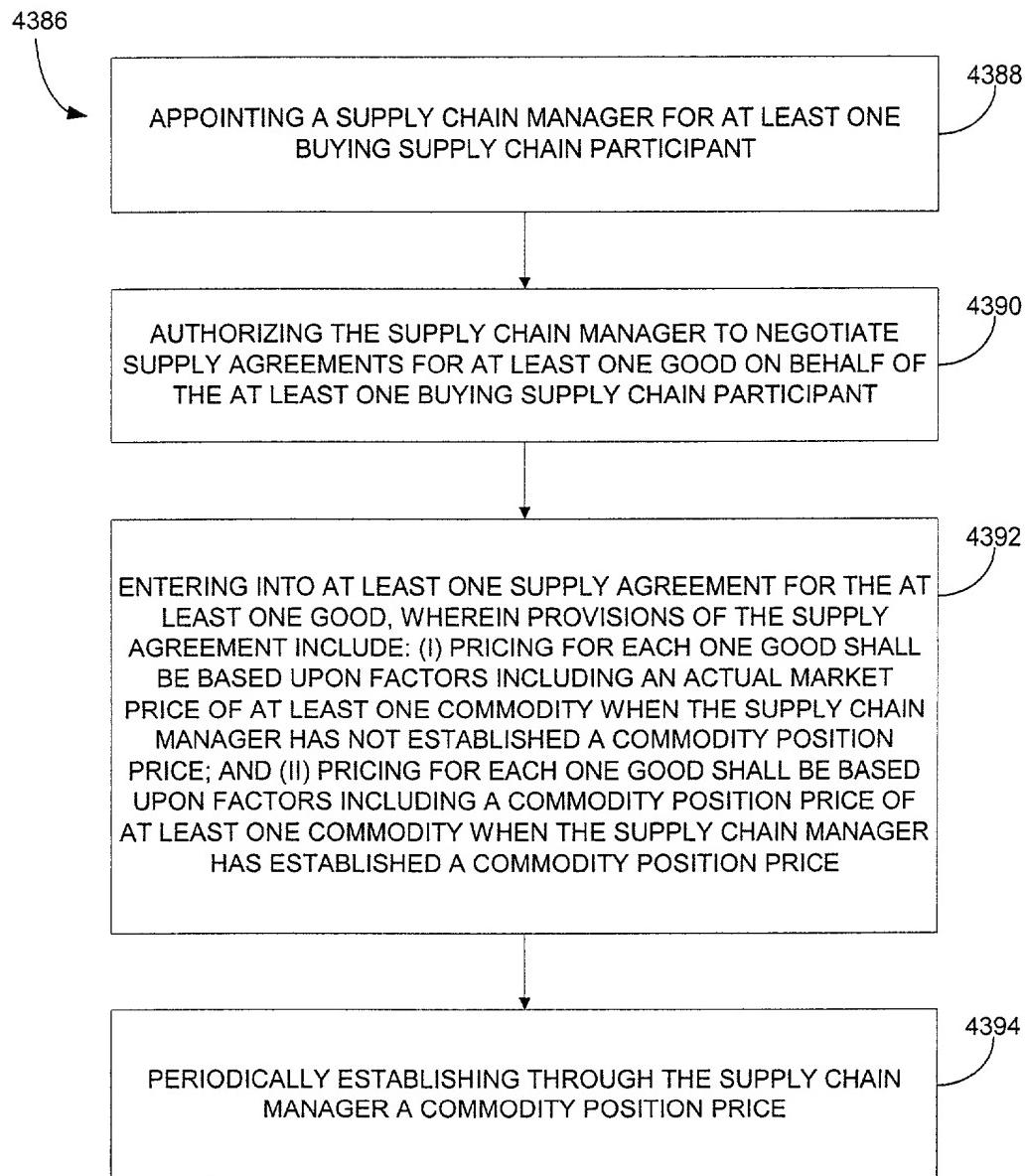


FIG. 43D

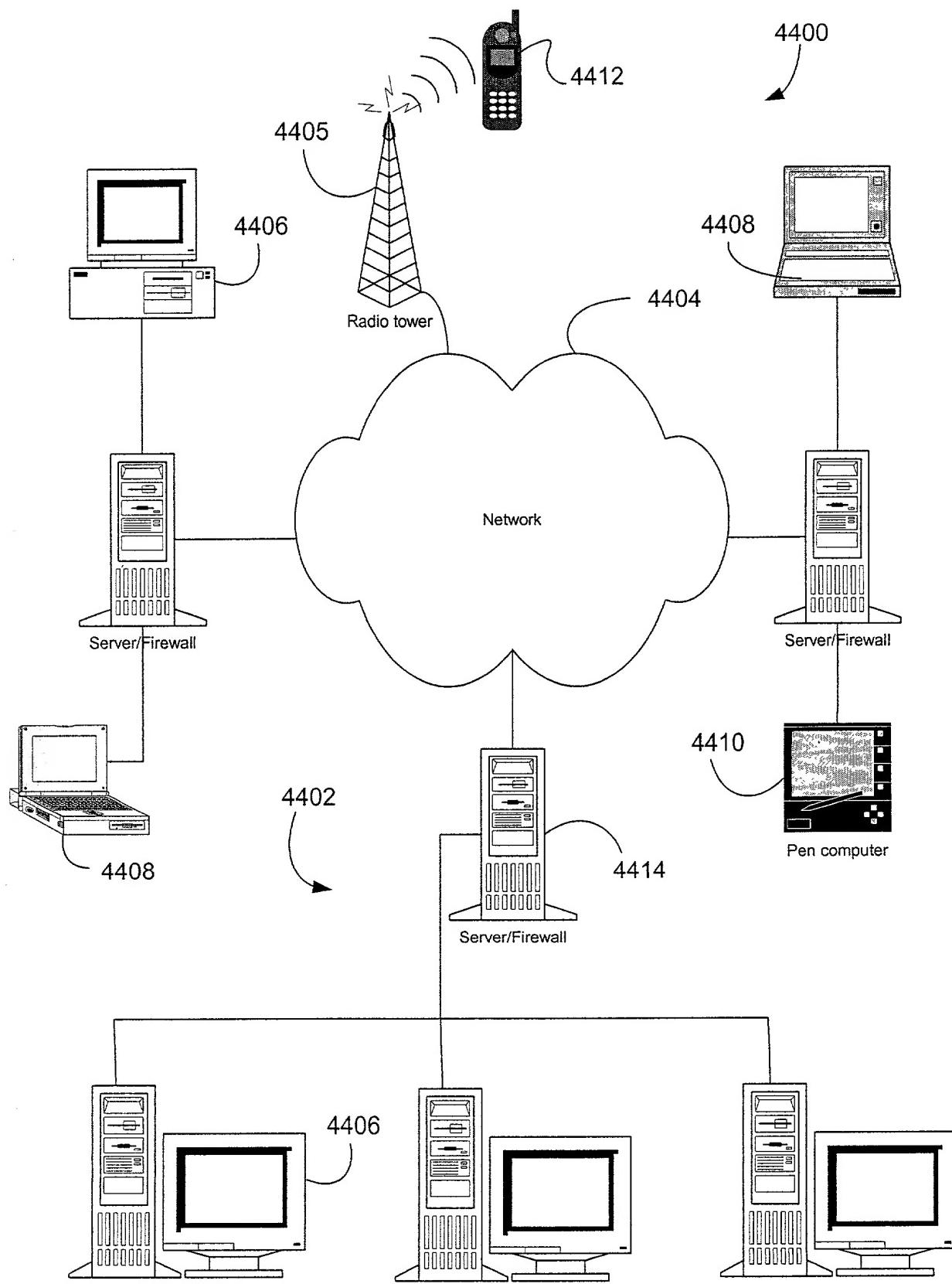
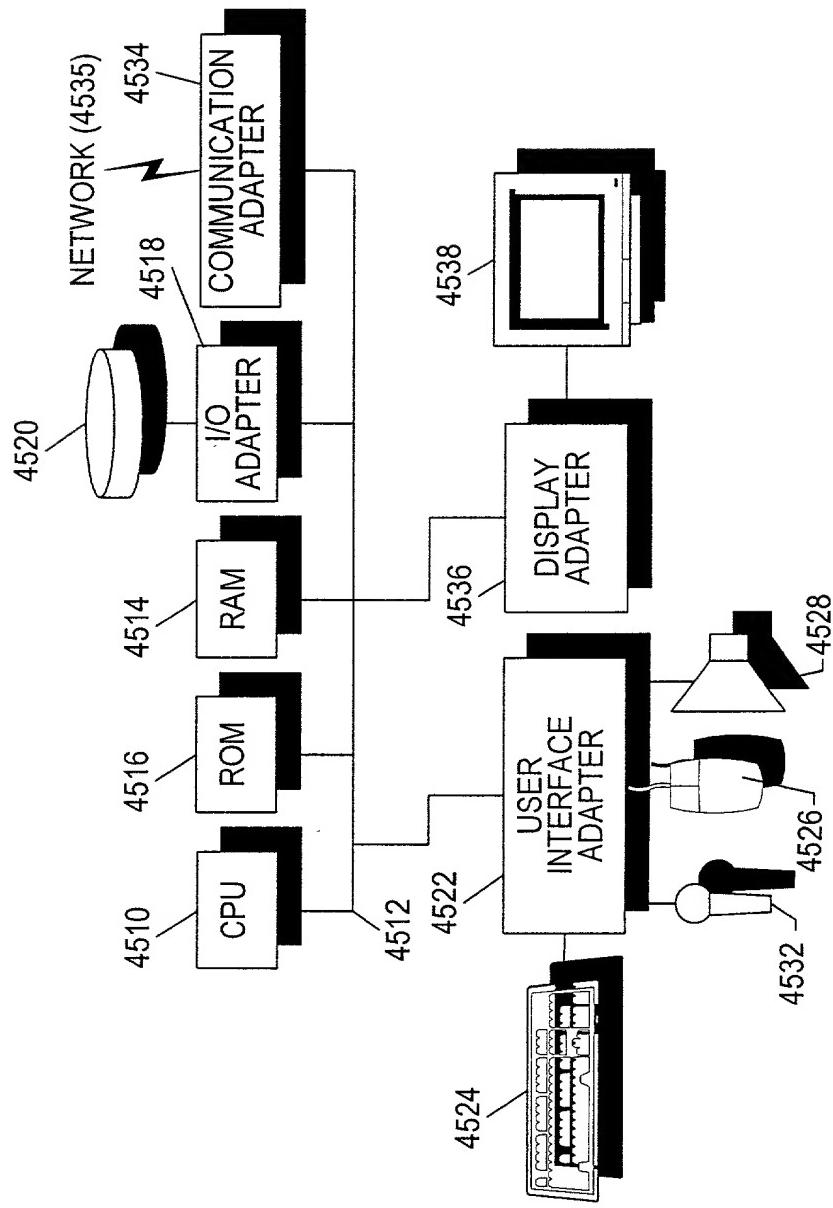


FIG. 44

FIG. 45



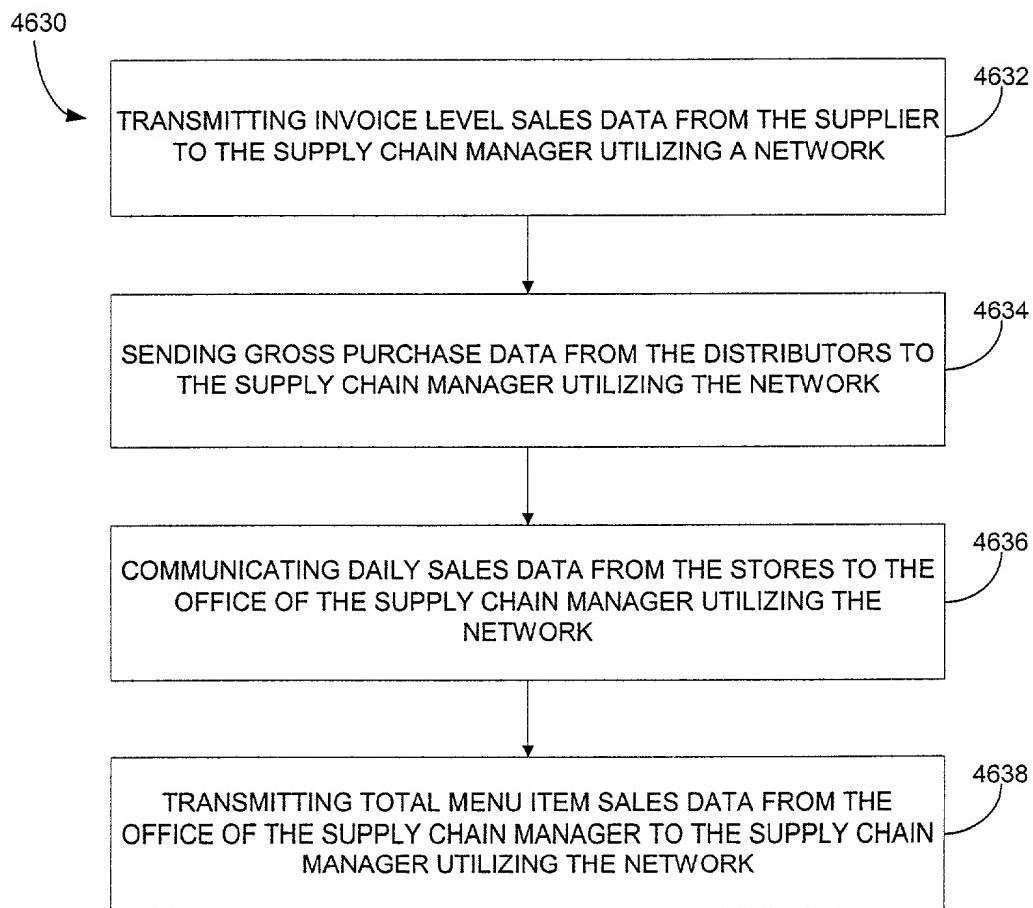


FIG. 46

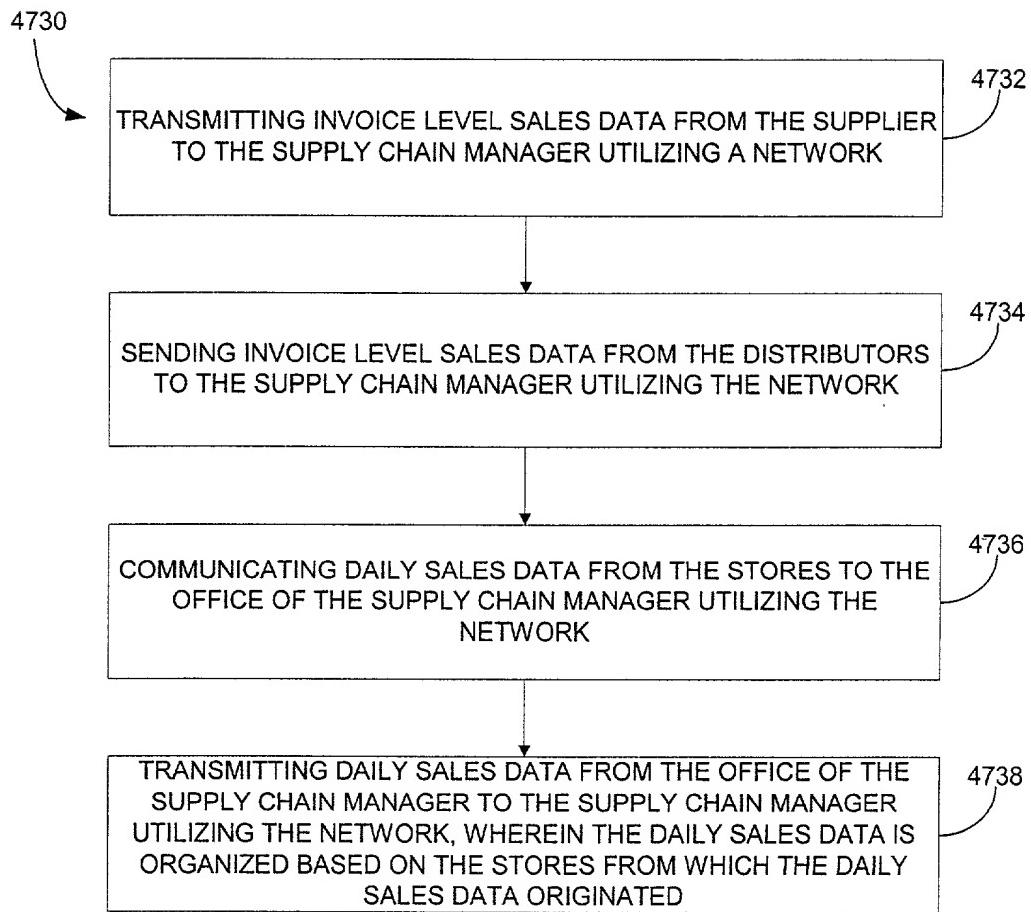


FIG. 47

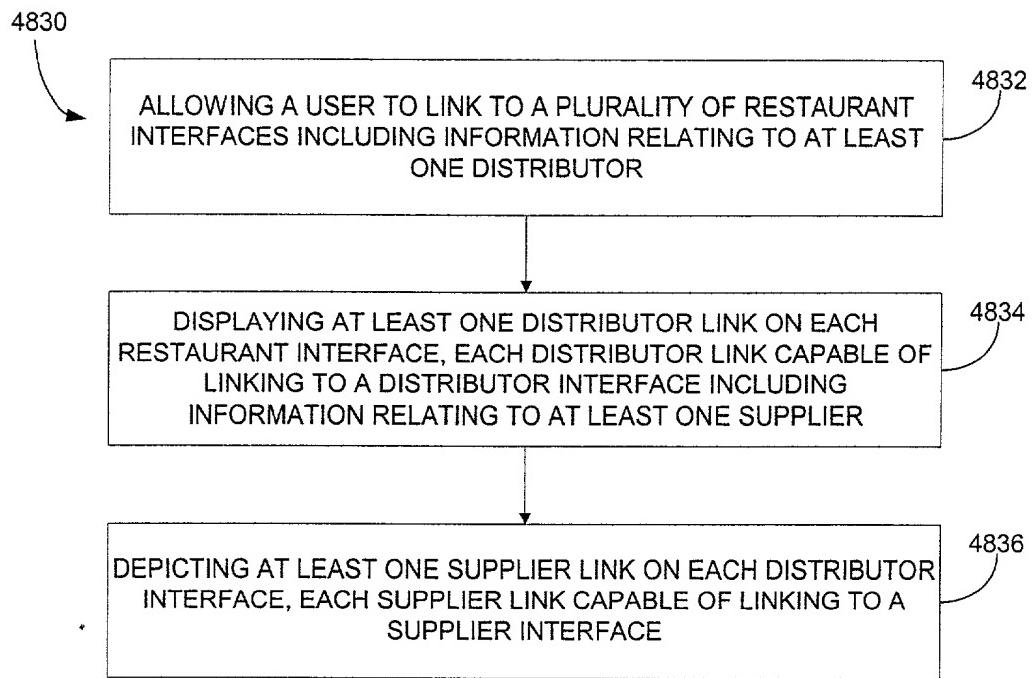


FIG. 48

FIG. 49

RSI Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name Password

Enter Site Click For Help

Franchisee

4902 4904 4900

About RSI

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

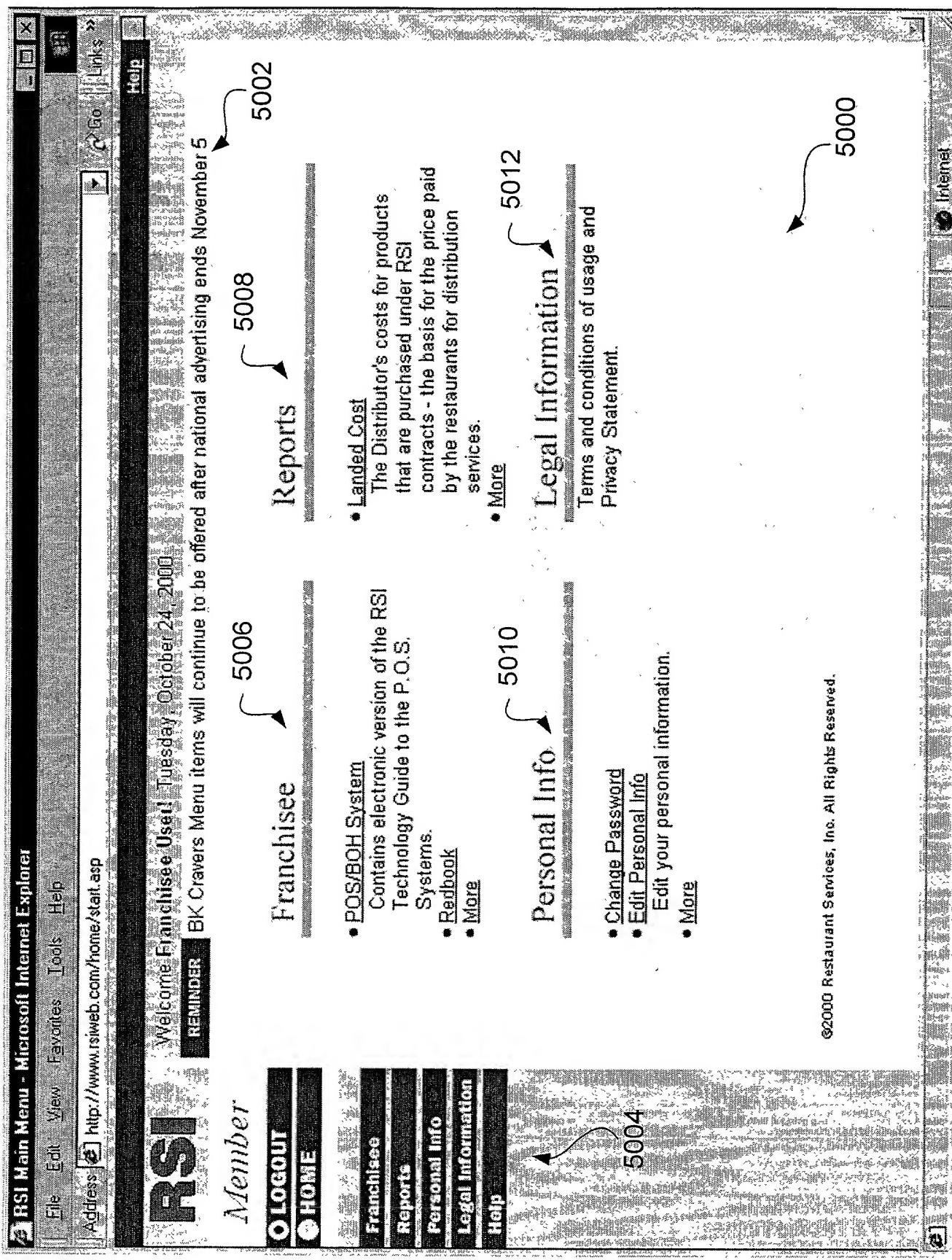
BKC Link

NFA Link

BURGER KING

NFA

FIG. 50



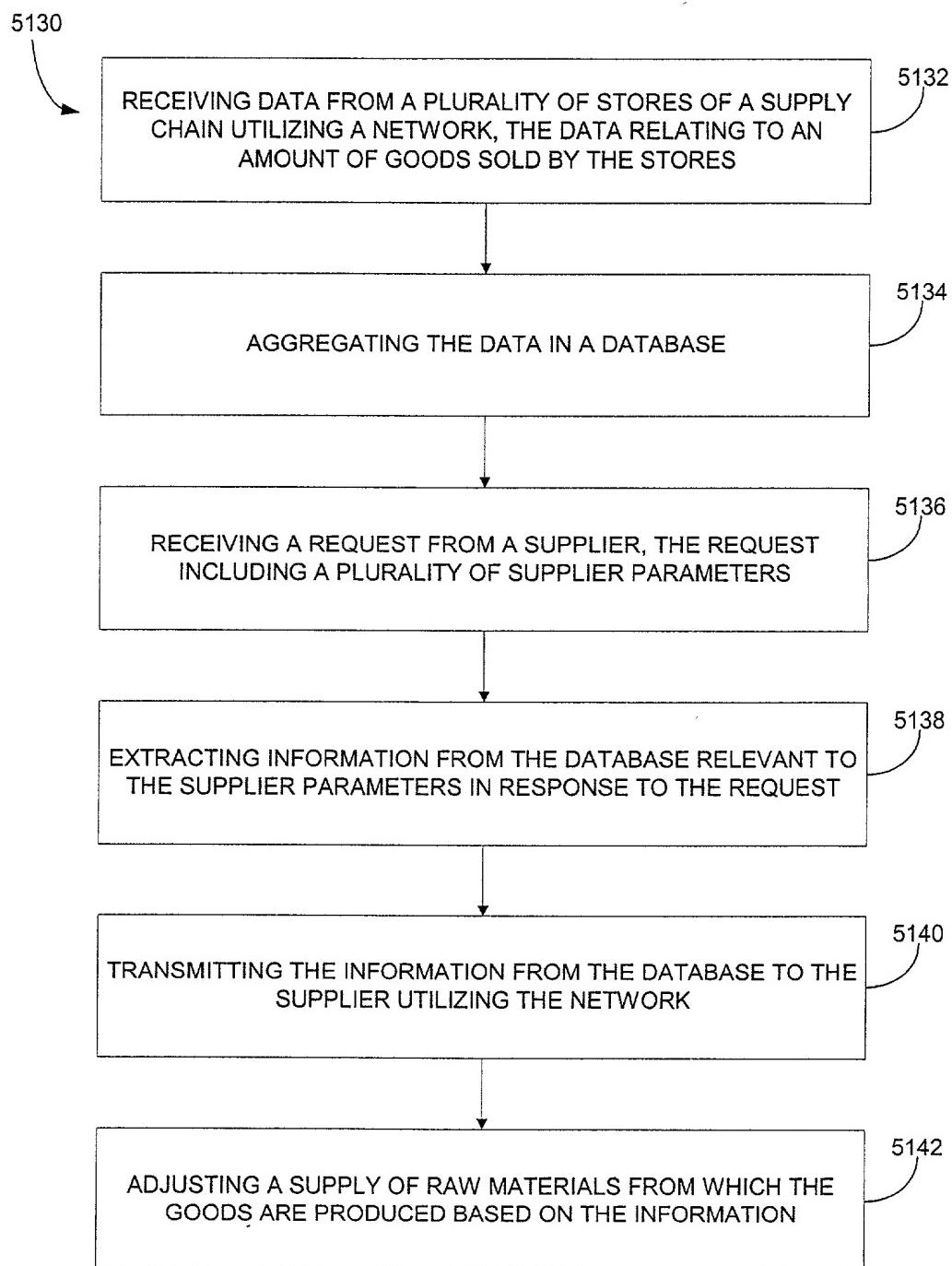


FIG. 51

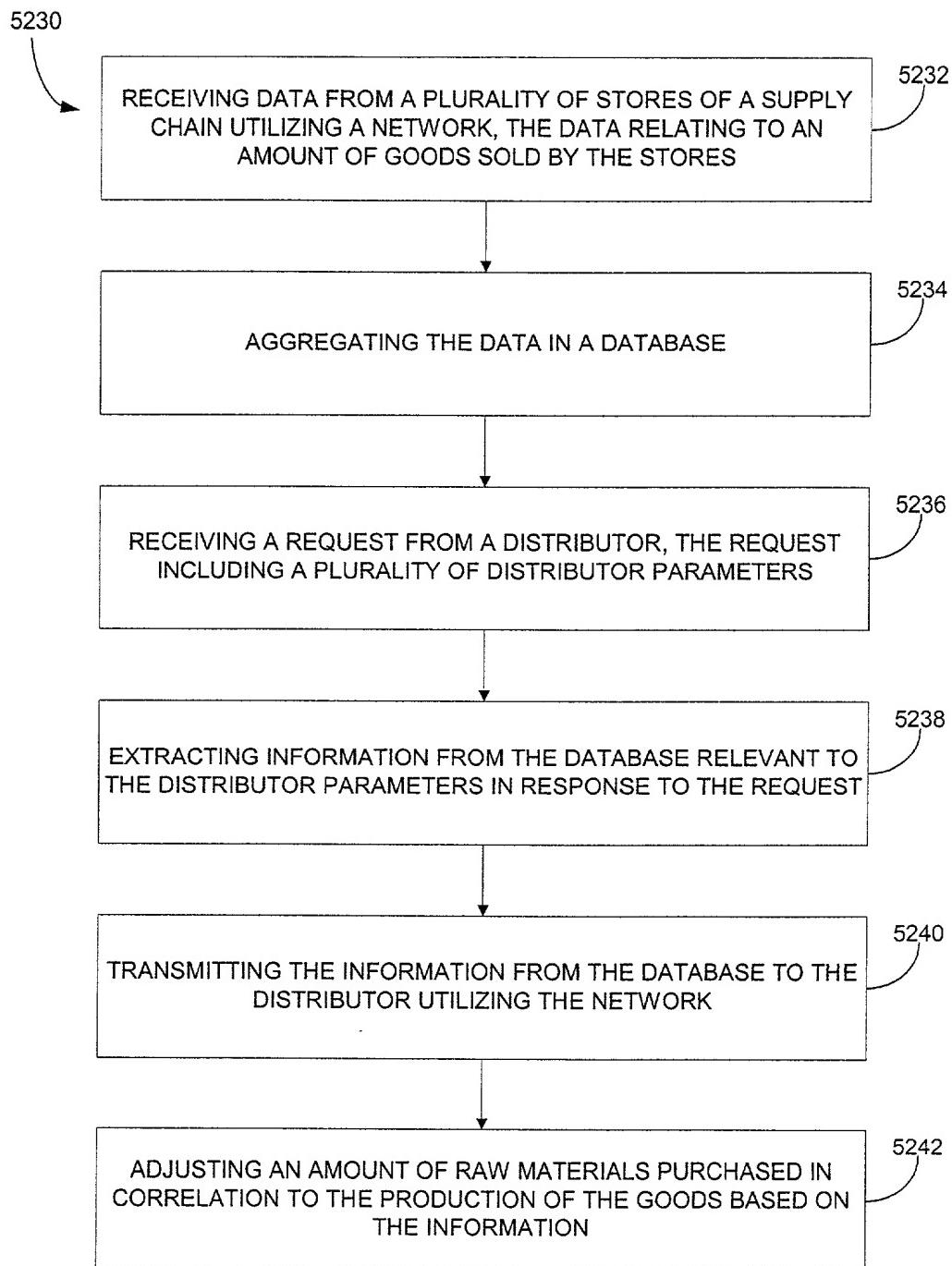


FIG. 52

RSI POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: <http://www.rsiweb.com/dc/d/posdaily.asp>

Logout Home Reports Personal Info Legal Information Help

Distributor

POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

5300

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DC Item No	Item Description	14 Day Rolling (Total Cases)													Week Ending Total															
		DC Avg	% Chg	14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	10/5	10/4	10/3	10/2	10/1	9/30		
Number of Restaurants Serviced by DC		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	
18986 BULLSEYE	0.00%	13	21	23	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18
20588 MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	14	13	14	13	14	13	14	13	14	13	14	13	14	13	14	13	14	13	14	13	14
24620 MAYONNAISE: BULK	0.00%	134	197	211	173	168	168	164	163	163	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	160	
24668 STRAW: WRAPPED	7.76% BK	21	33	34	27	26	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24
25438 FORK: WRAPPED	0.00%	10	11	12	10	9	9	8	9	8	9	11	12	11	12	11	10	9	9	9	9	9	9	9	9	9	9	9	9	9
25452 KNIFE: WRAPPED	0.00%	3	3	3	3	2	2	2	2	2	2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
27682 KETCHUP: BULK BAG IN BOX	0.00%	80	134	142	116	104	102	101	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
27690 KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	144	142	139	144	144	144	144	144	144	144	144	144	144	144	144	144	144	144	144	144	

Internet Done

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://test.stlink.com/dc/dc_ipromodetail.asp?dc=26576

RSI

Distributor

Logout

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Option	AD	Start Date	Projected Day Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-BM-Moline, IA	5/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE					
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
	Cedar Rapids-Waterloo-Dubuque, IA				131	
	Big King				99	19
	Davenport-RM-Moline, IA	4/15/00	99			
	Ottumwa-Kinsville, IA	4/15/00	99	3		
	Big King Total				99	17
	Pancake Minis	5/15/00	20	99	8	
	Peoria, IL					
	Sioux City, IA	5/1/00	20	99	17	
	Pancake Minis Total				99	10
		4/15/00	20	99		
					35	

5400

Internet

Done

FIG. 54

RSI

POS Implied Daily Usage - Supplier

Supplier: TYSONFOODS

Printer Friendly Version

Supplier: TYSON FOODS

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14 Day Rolling (Total Cases)													Week Ending Total								
FCB Point	RSI Item No	Item Description	% Chg Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/09	10/08	10/07	10/06
TOTAL				90	137	144	111	100	98	96	100	134	137	125	100	100	790	774	786	781	
Total of DC Locations																					
6	CHICKEN-PATTY	0.00%		36	51	60	48	46	43	43	40	53	60	48	46	41	330	327	354	344	
7	BROILER	0.00%		222	335	337	265	240	229	226	246	346	315	265	228	223	1815	1808	1218	1203	
8	CHICKEN-TENDERS	0.00%																			
	CHICKN																				

Done

Internet

FIG. 55

FIG. 56

RSI Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Go Links Help

Logout Home Member Reports Personal Info Legal Information Help

5600

Landed Cost Report

Restaurant Number: Date: Retrieve

Printer Friendly Version

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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RSI Item No	DC Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE THERMAL 2.25"X100'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
8986	368	SAUCE-BULK KRAFTBULLSEYE	\$24.48	\$1.67	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD BULK 3GAL	\$8.46	\$1.57	\$10.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done Internet

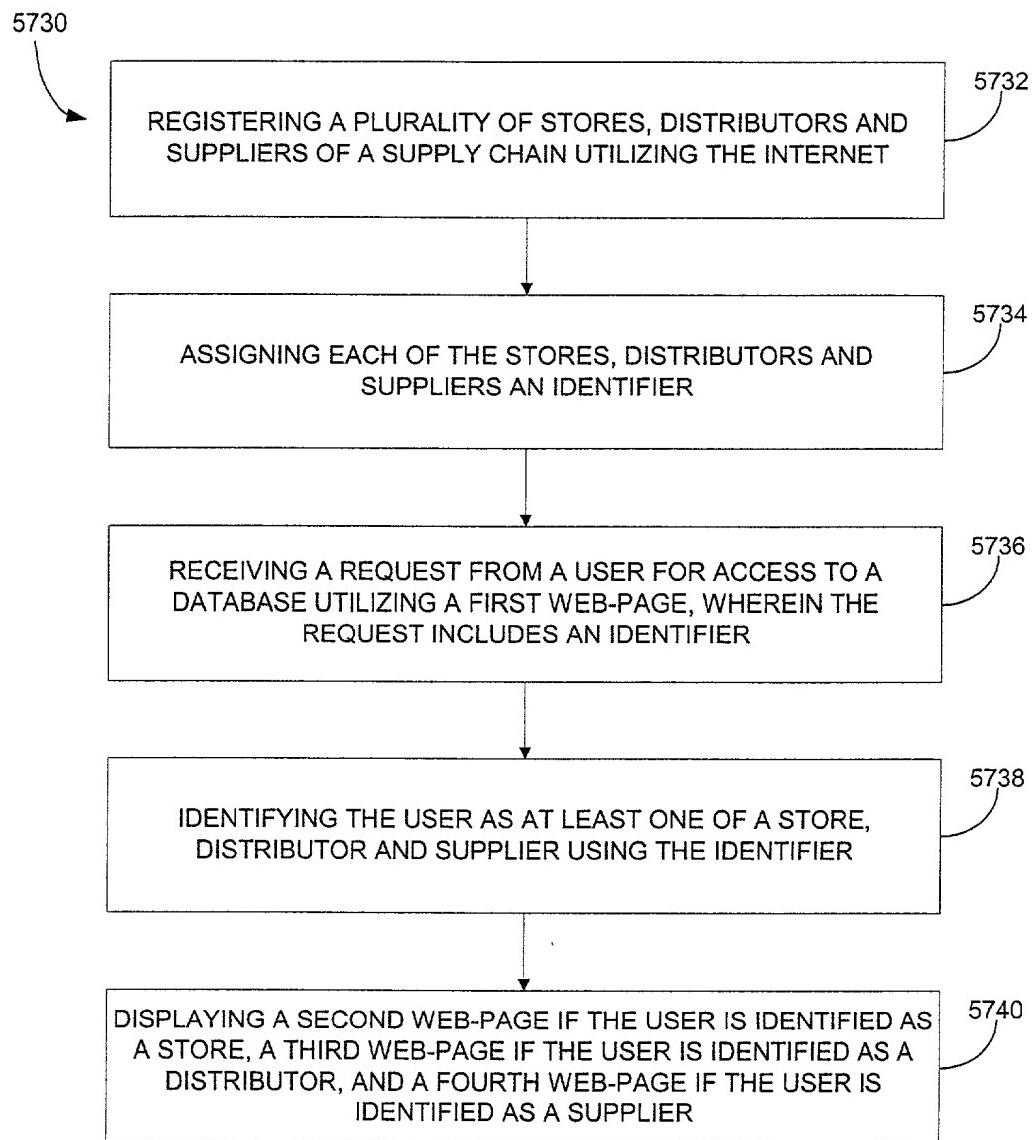


FIG. 57

5804

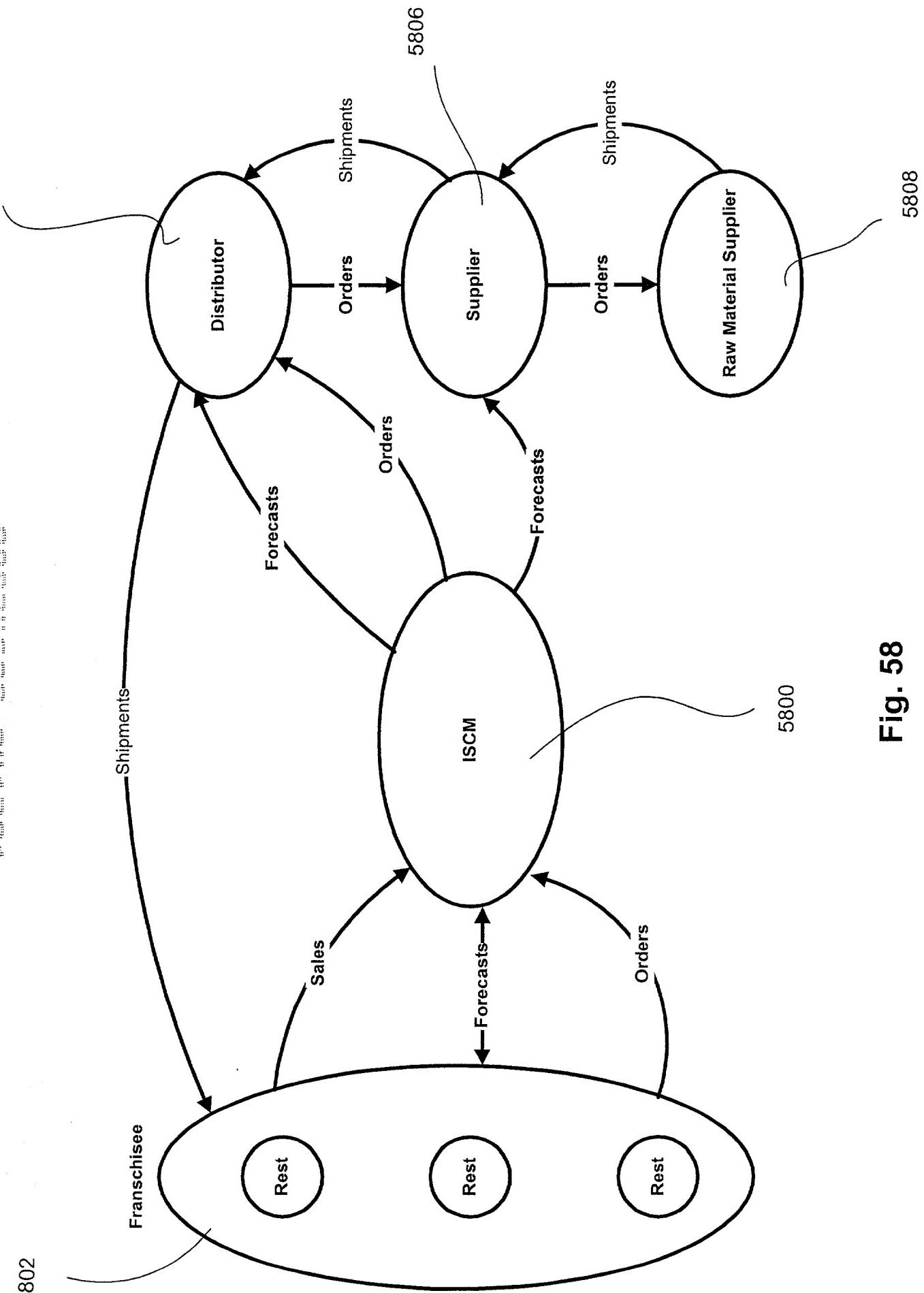


Fig. 58

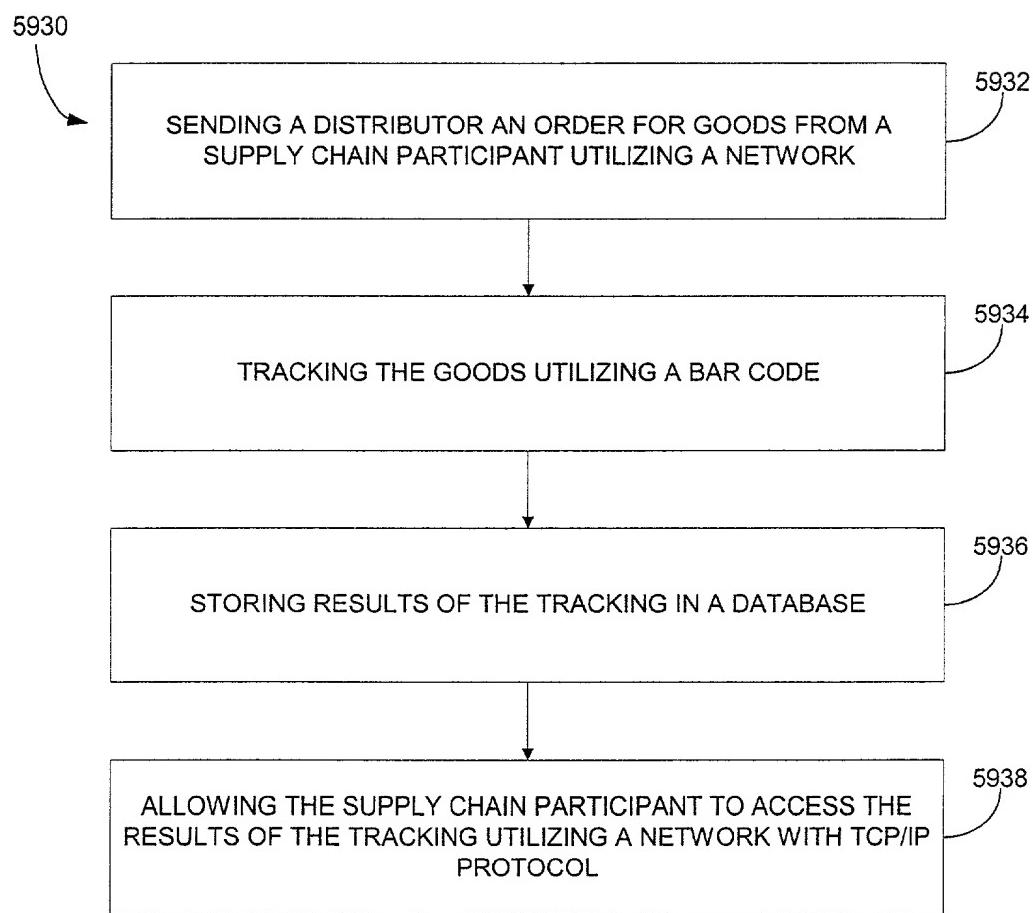
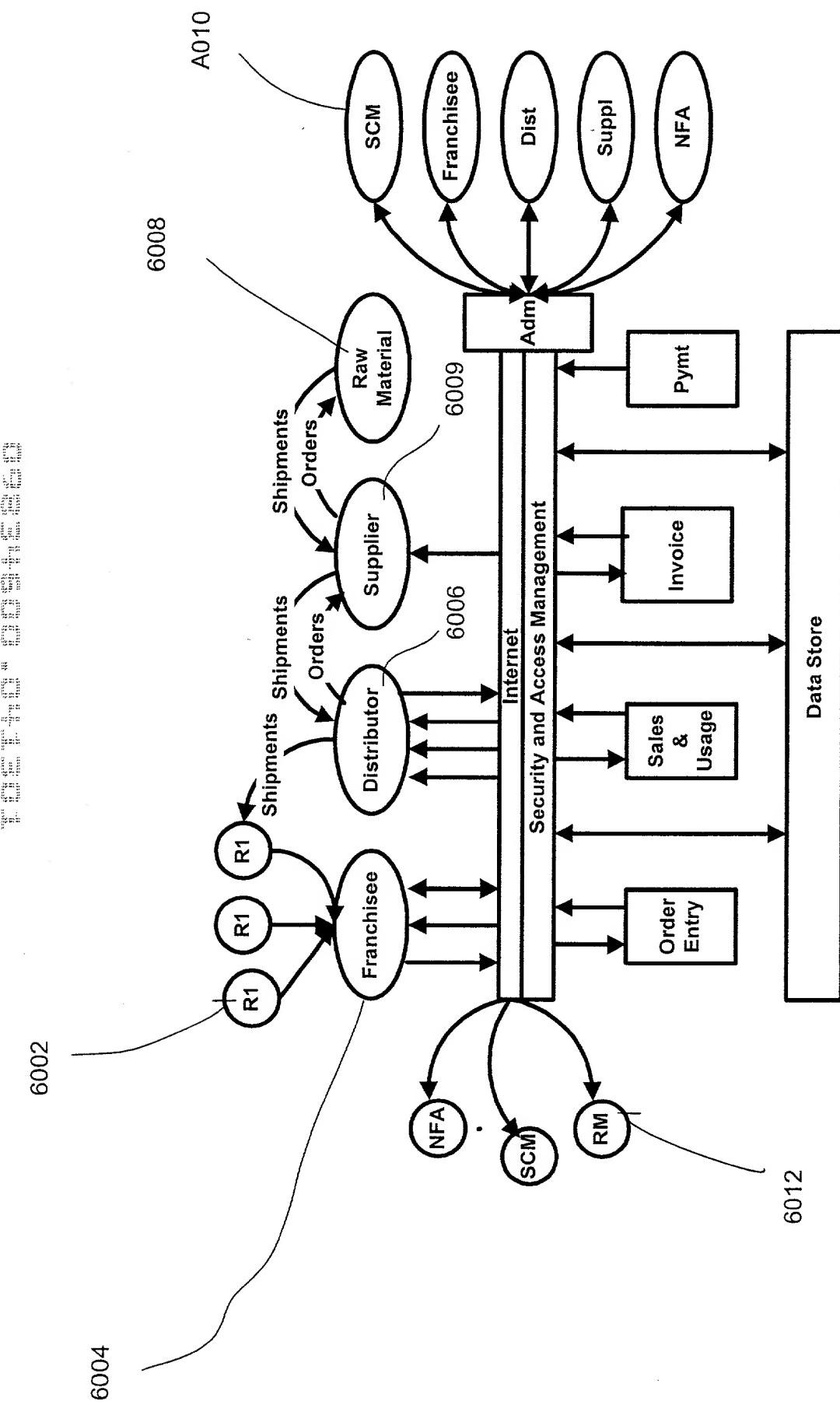


FIG. 59

Fig. 60



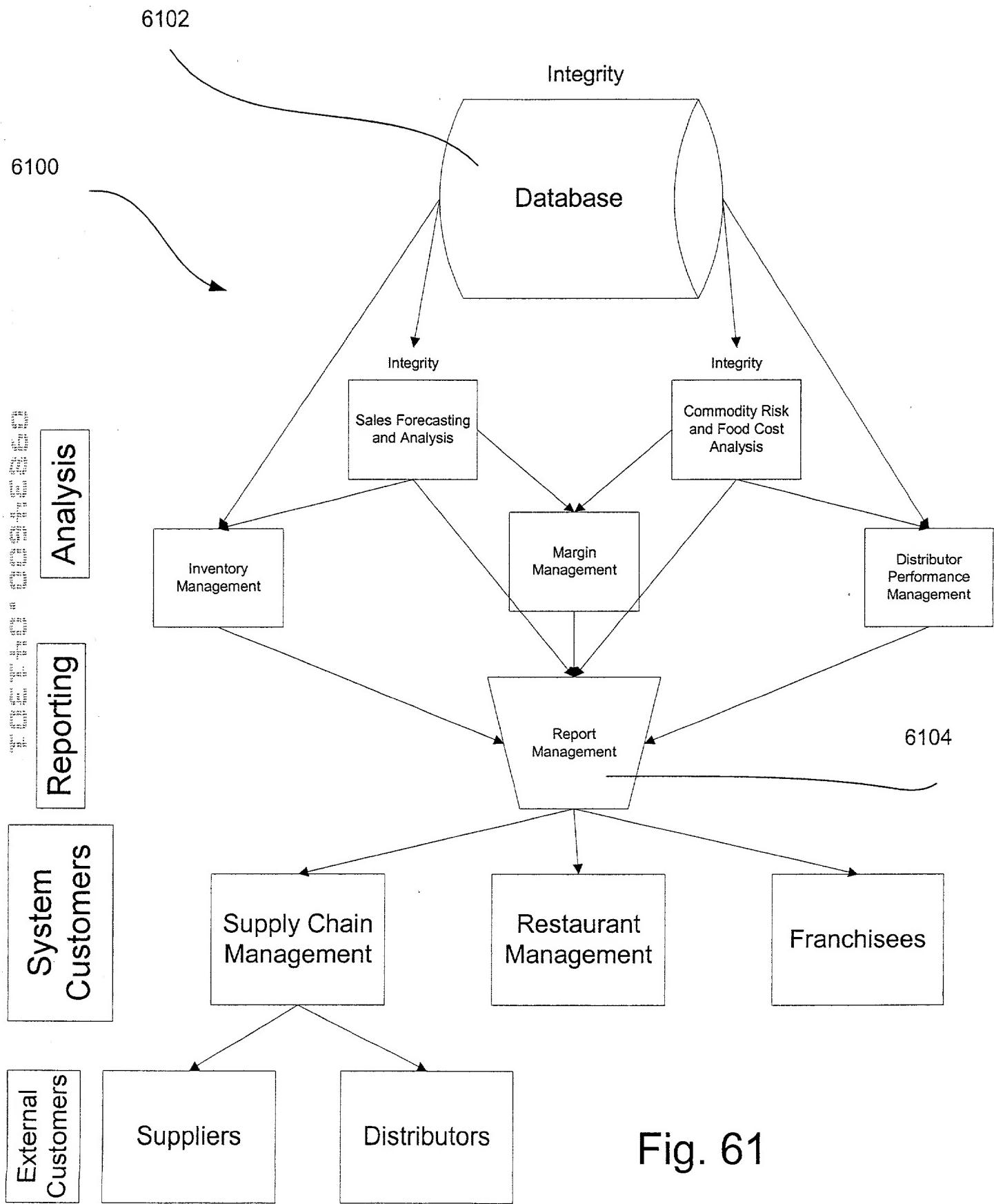


Fig. 61

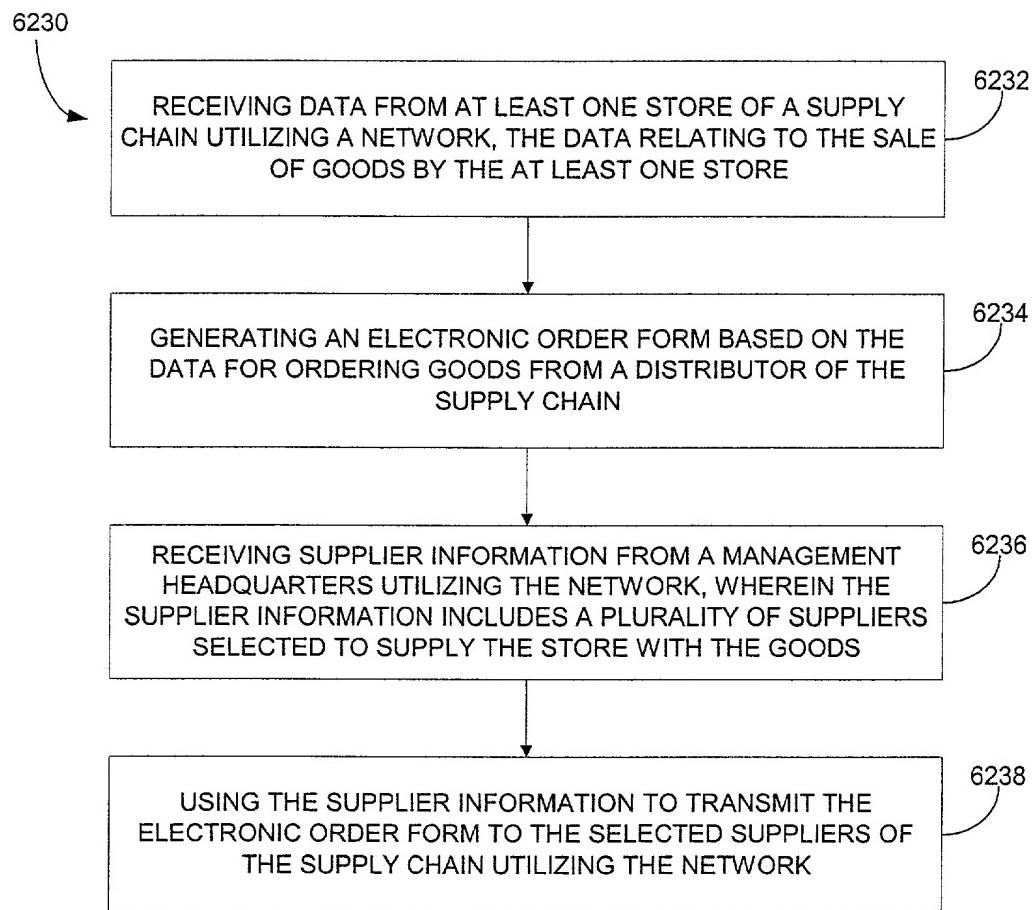


FIG. 62

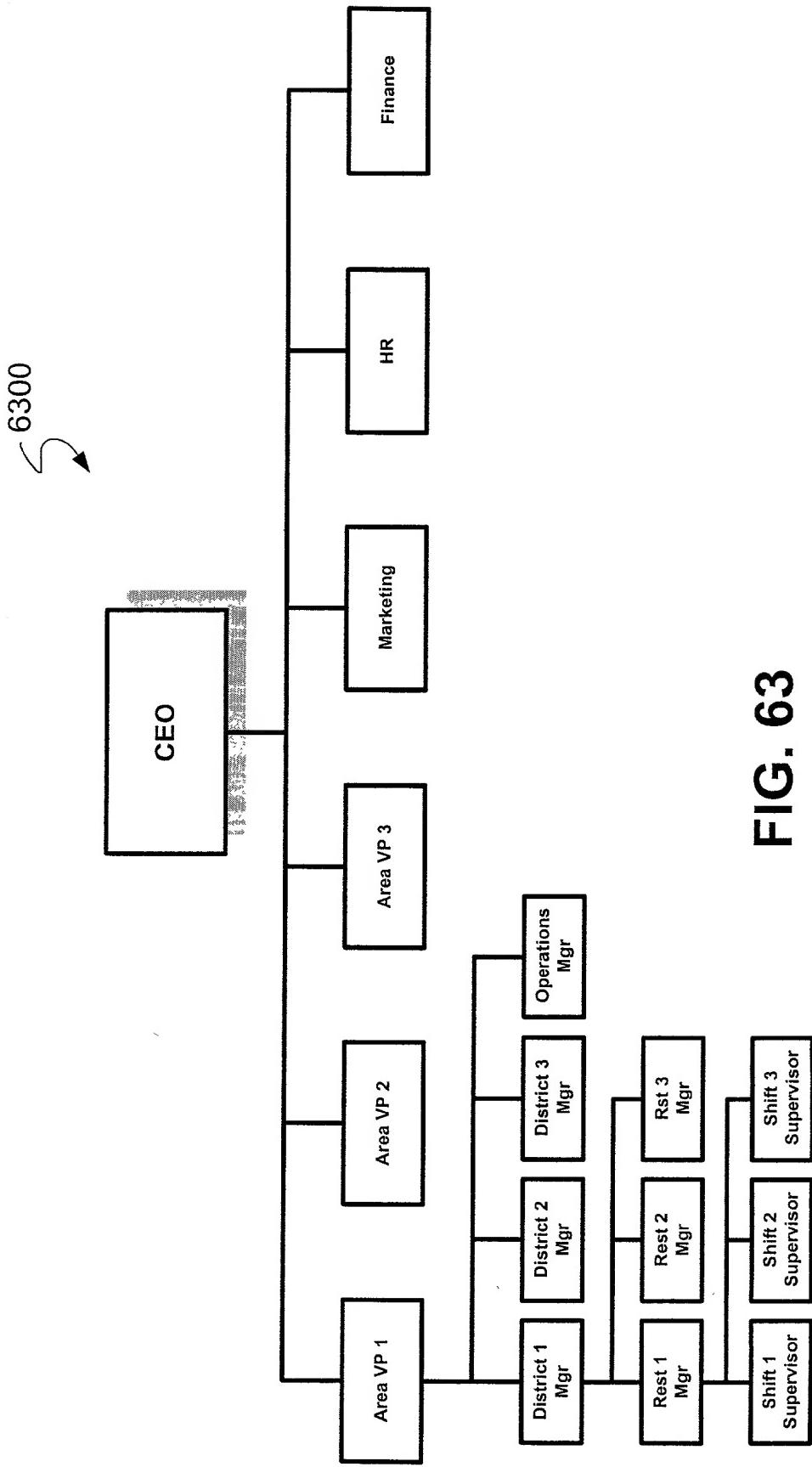


FIG. 63

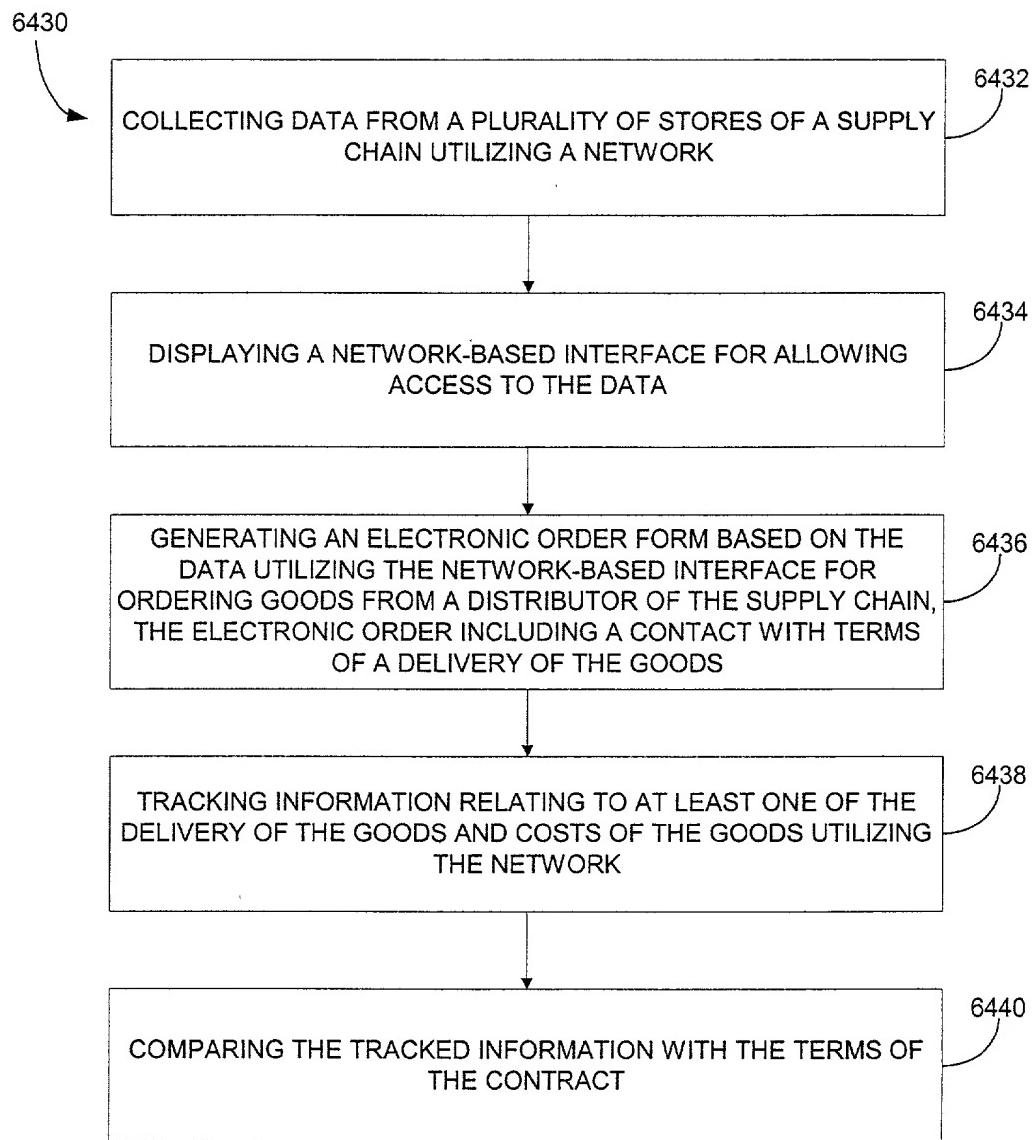


FIG. 64

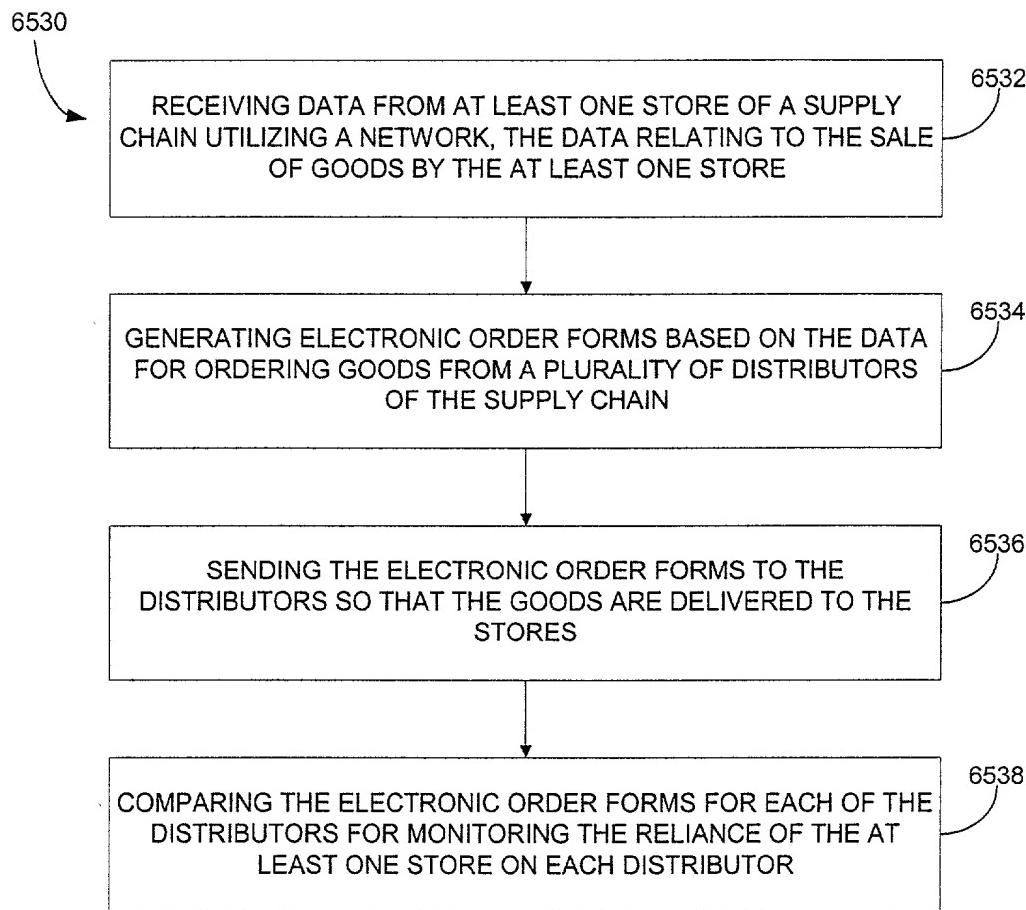


FIG. 65

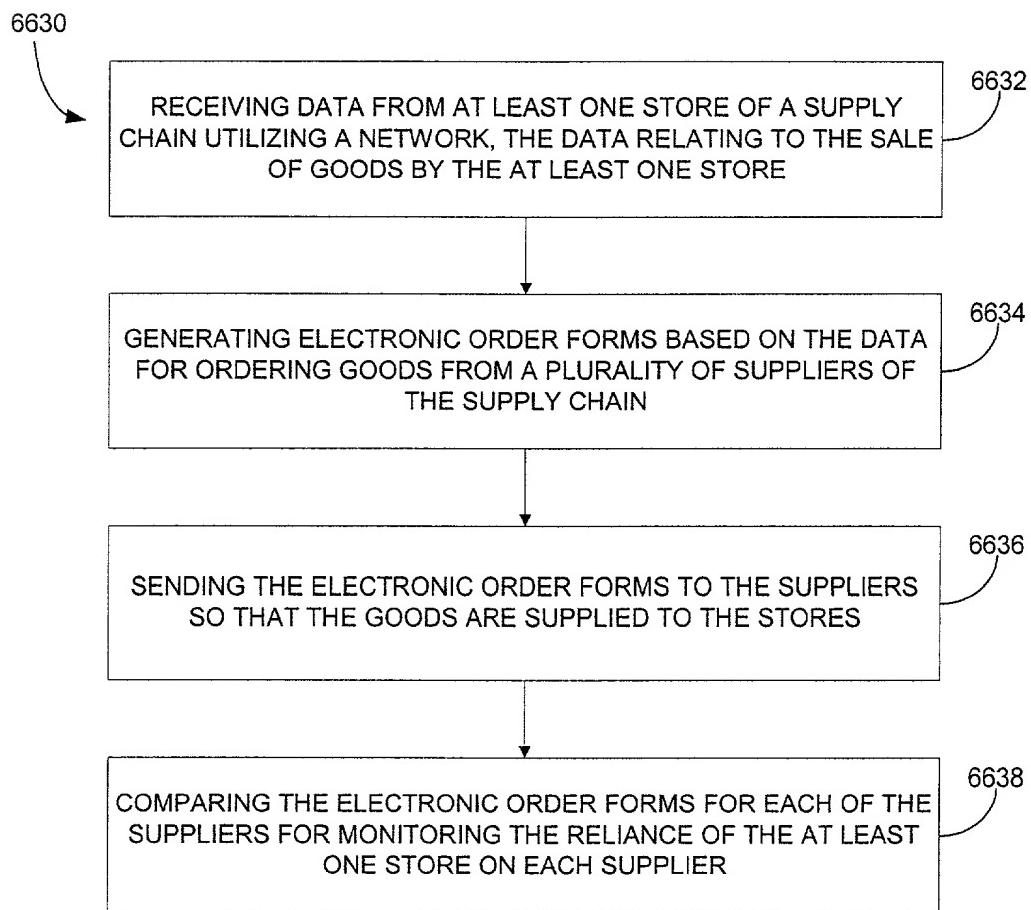


FIG. 66

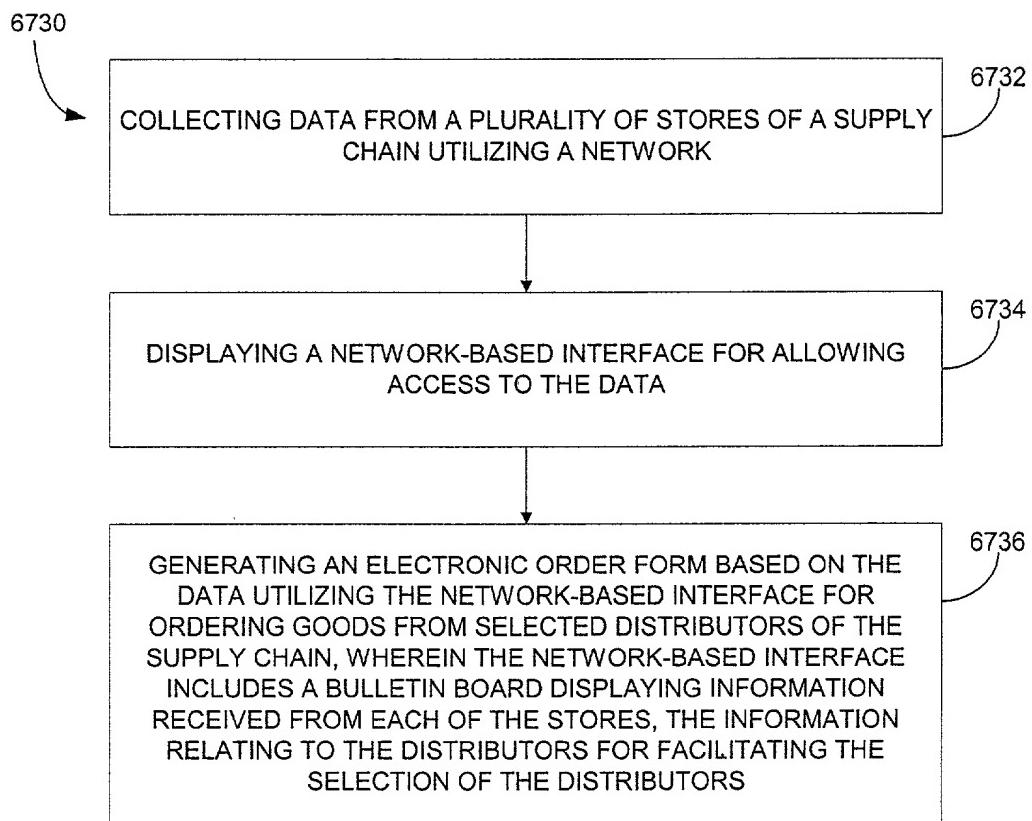


FIG. 67

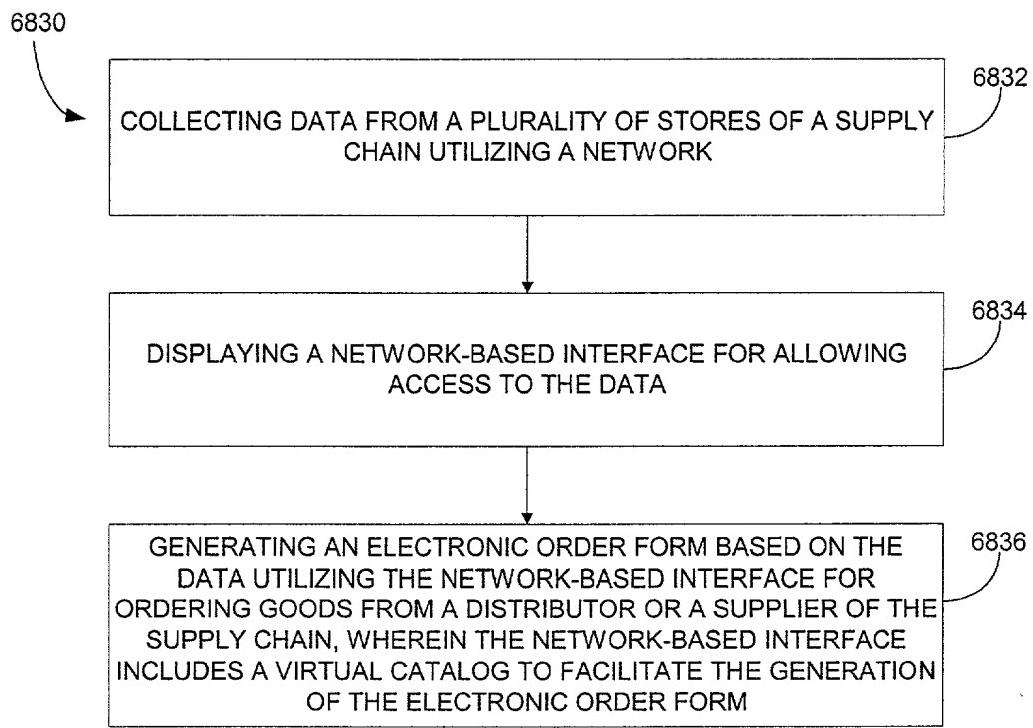
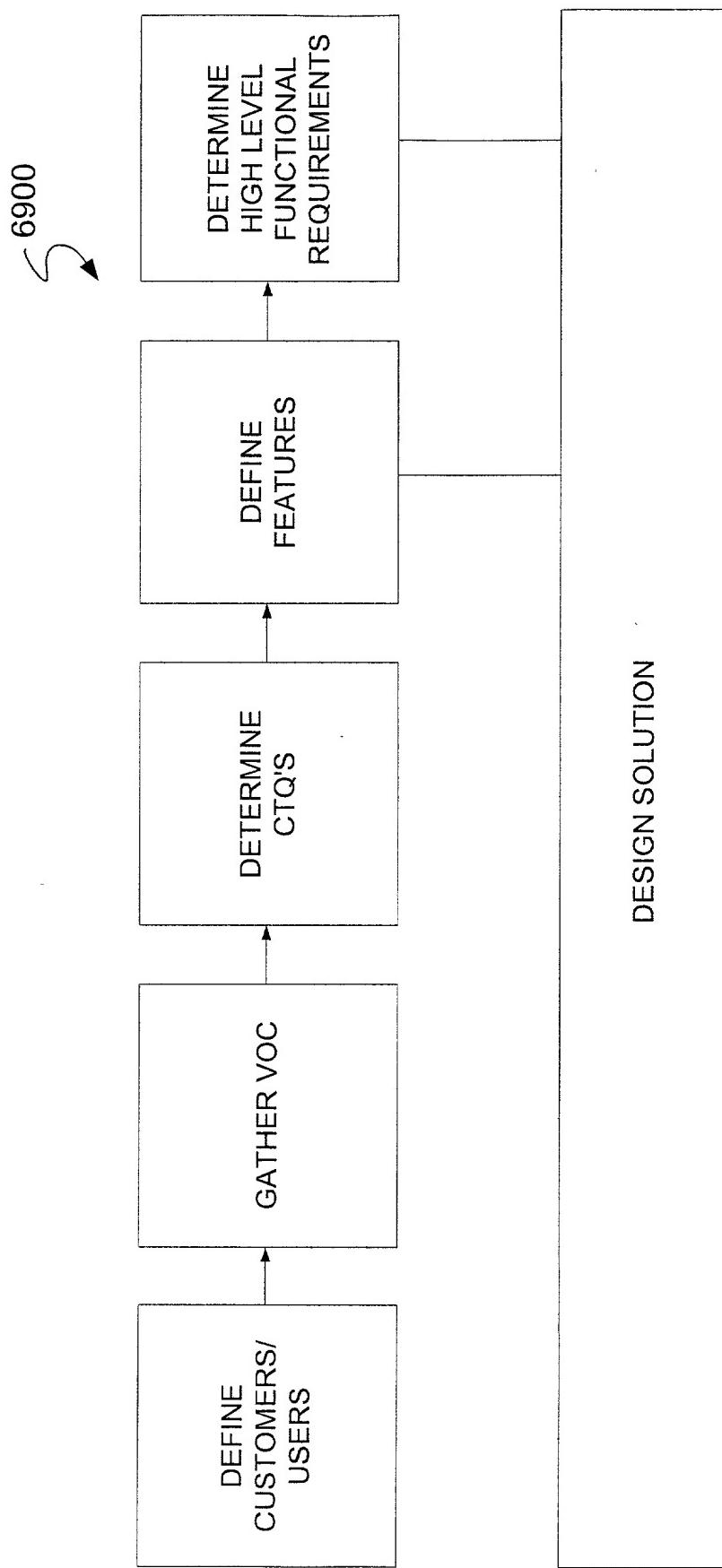


FIG. 68

FIG. 69



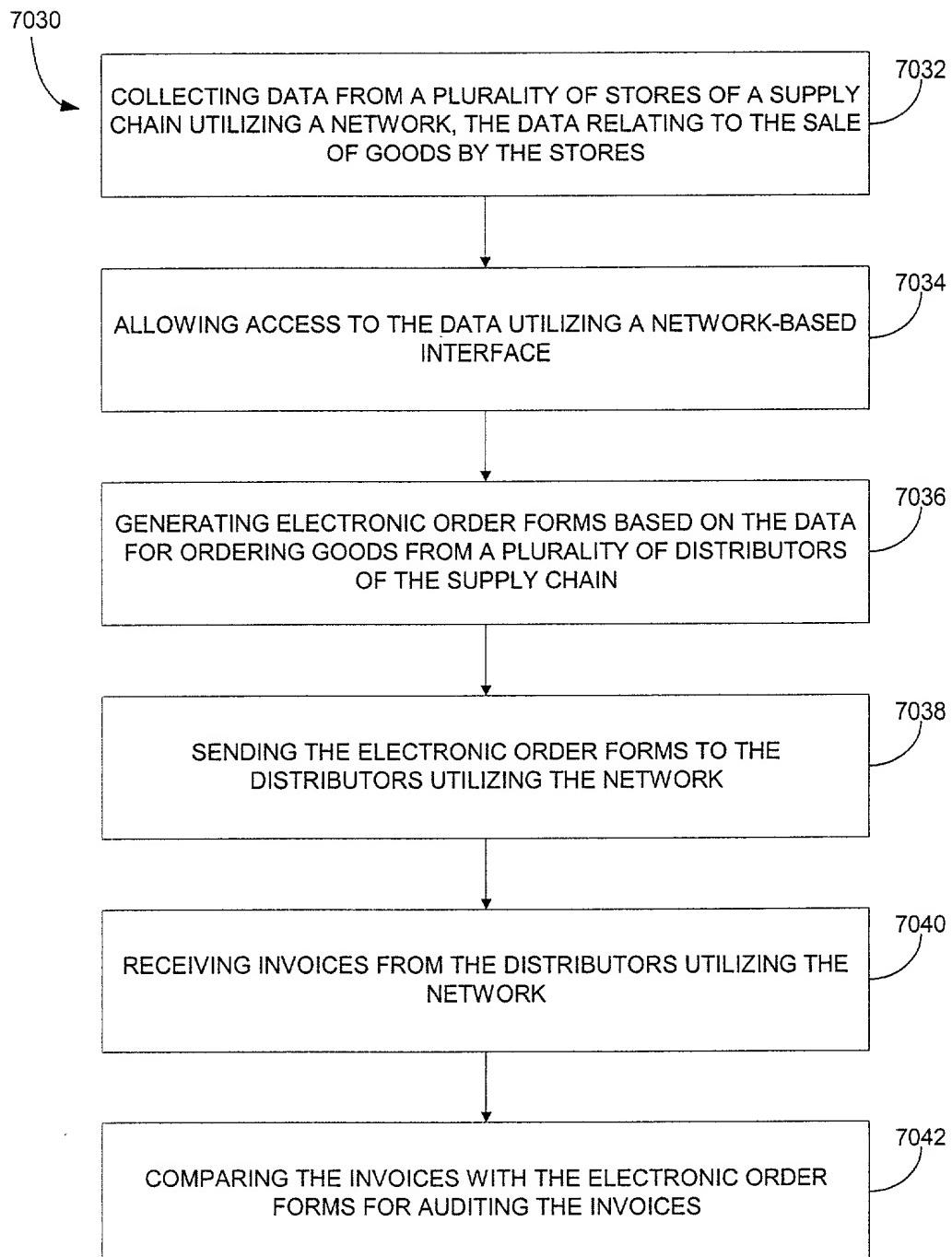


FIG. 70

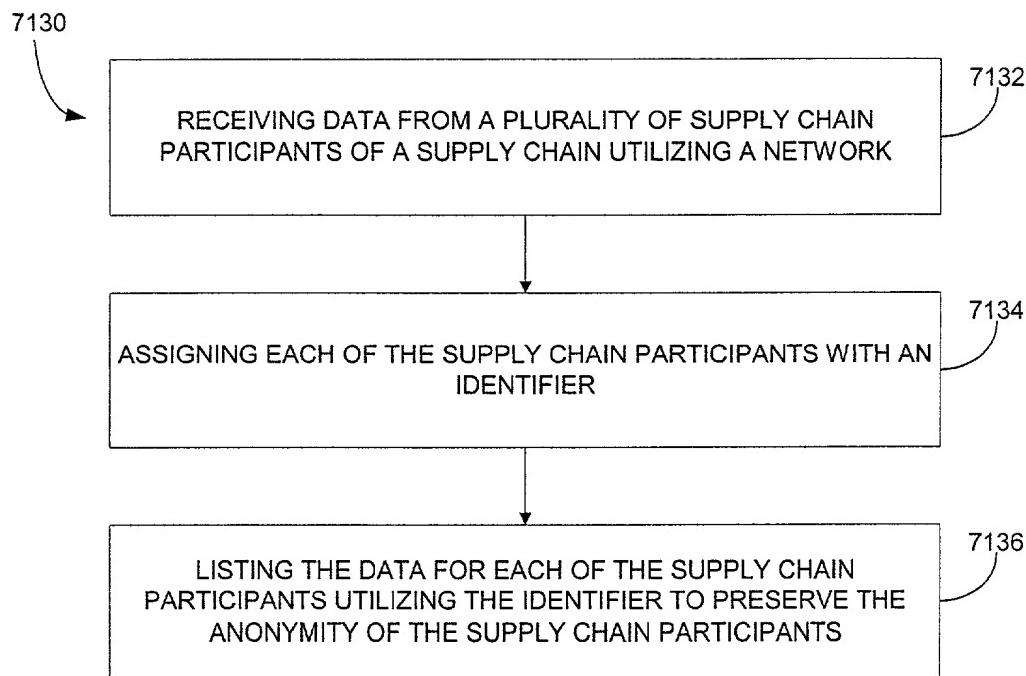


FIG. 71

7202
User
User
User
User
User
SCC
SCC
ISP
Security
Portal
System Administration
Forecast Data Warehouse
Data Warehouse
User Administration
Equipment Ordering
Packaging/ Food
Food Ordering
Promotion Ordering
Promotion Catalog
Redbook Catalog

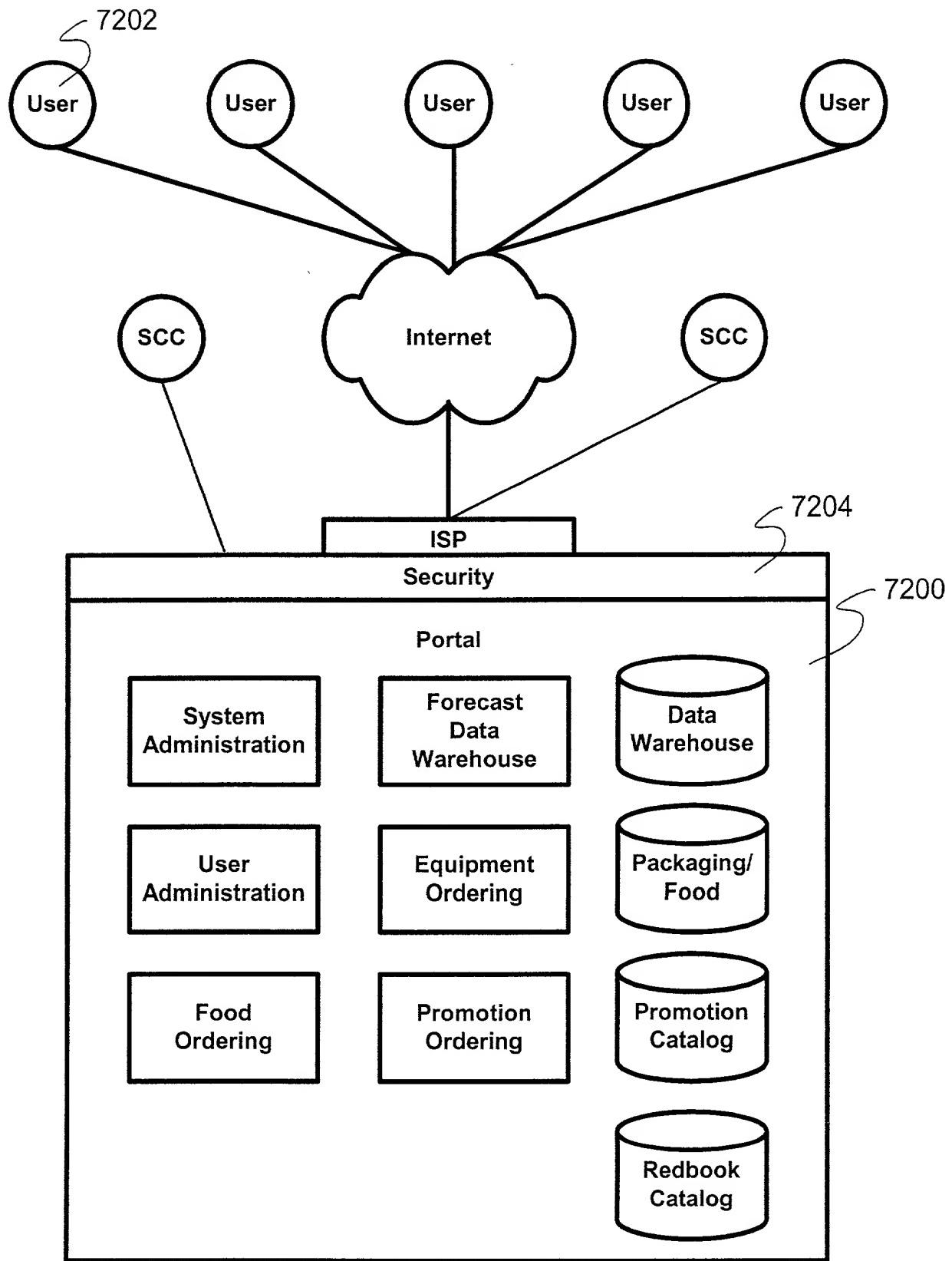


FIG. 72

FIG. 73

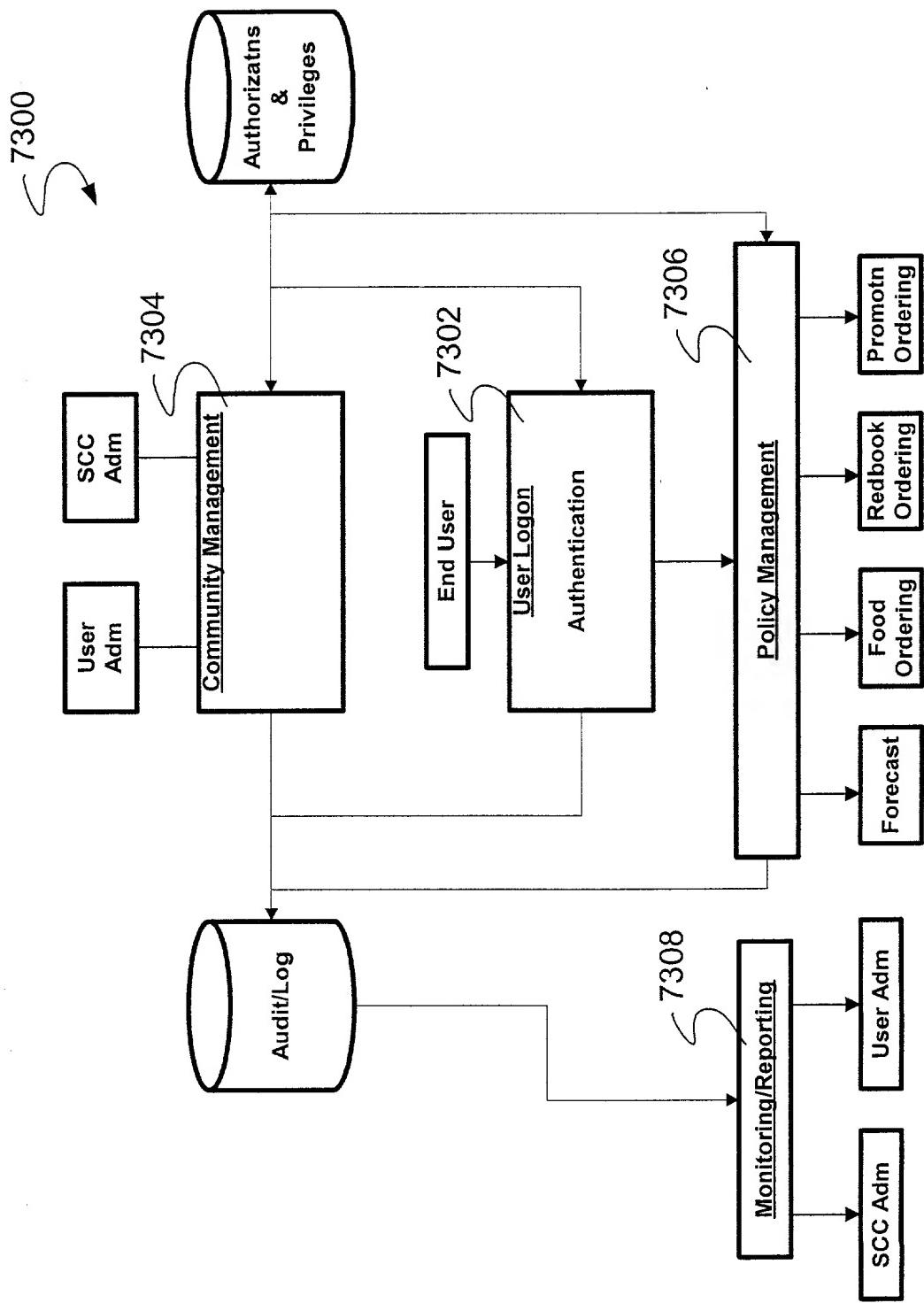
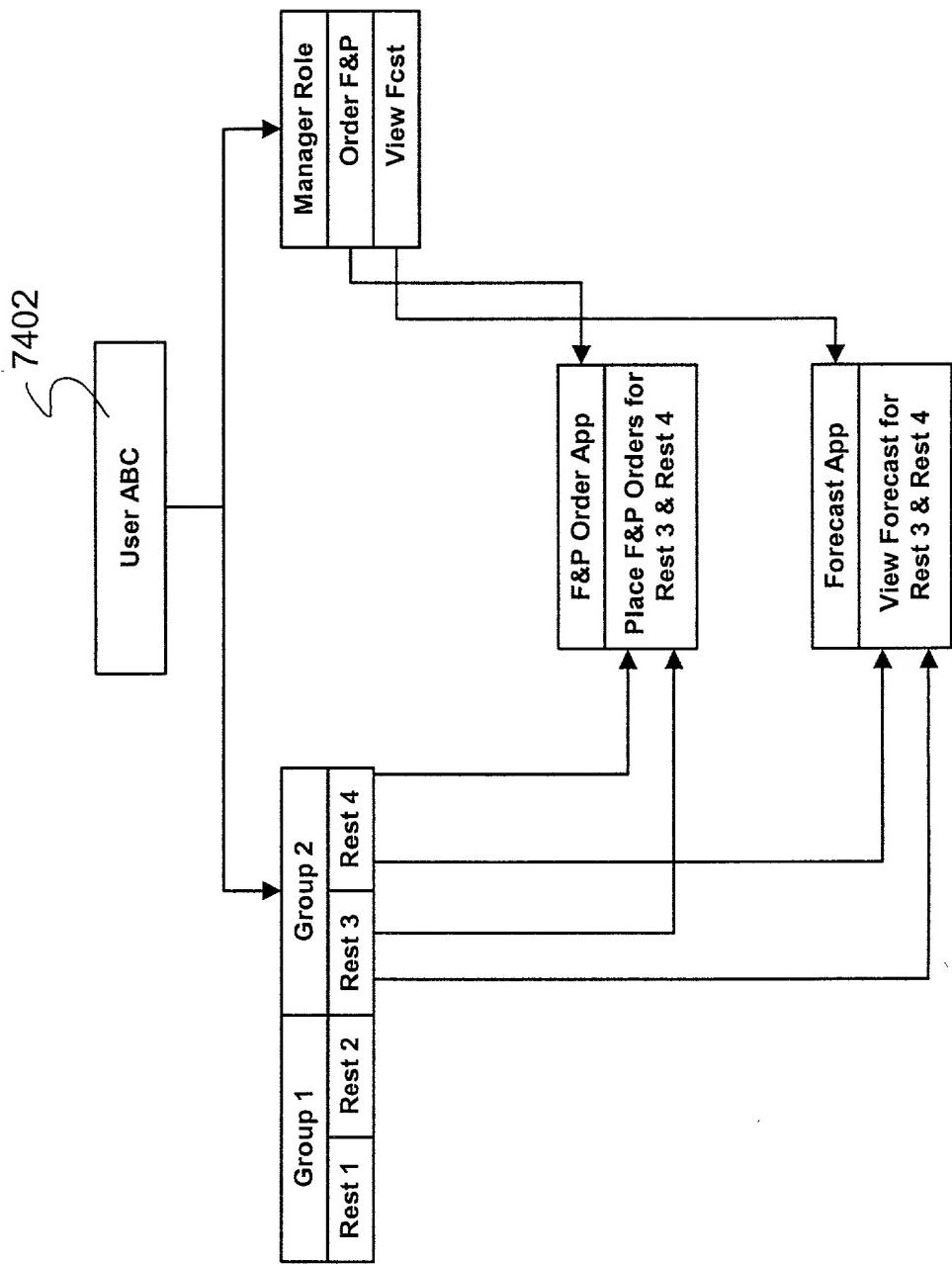


FIG. 74



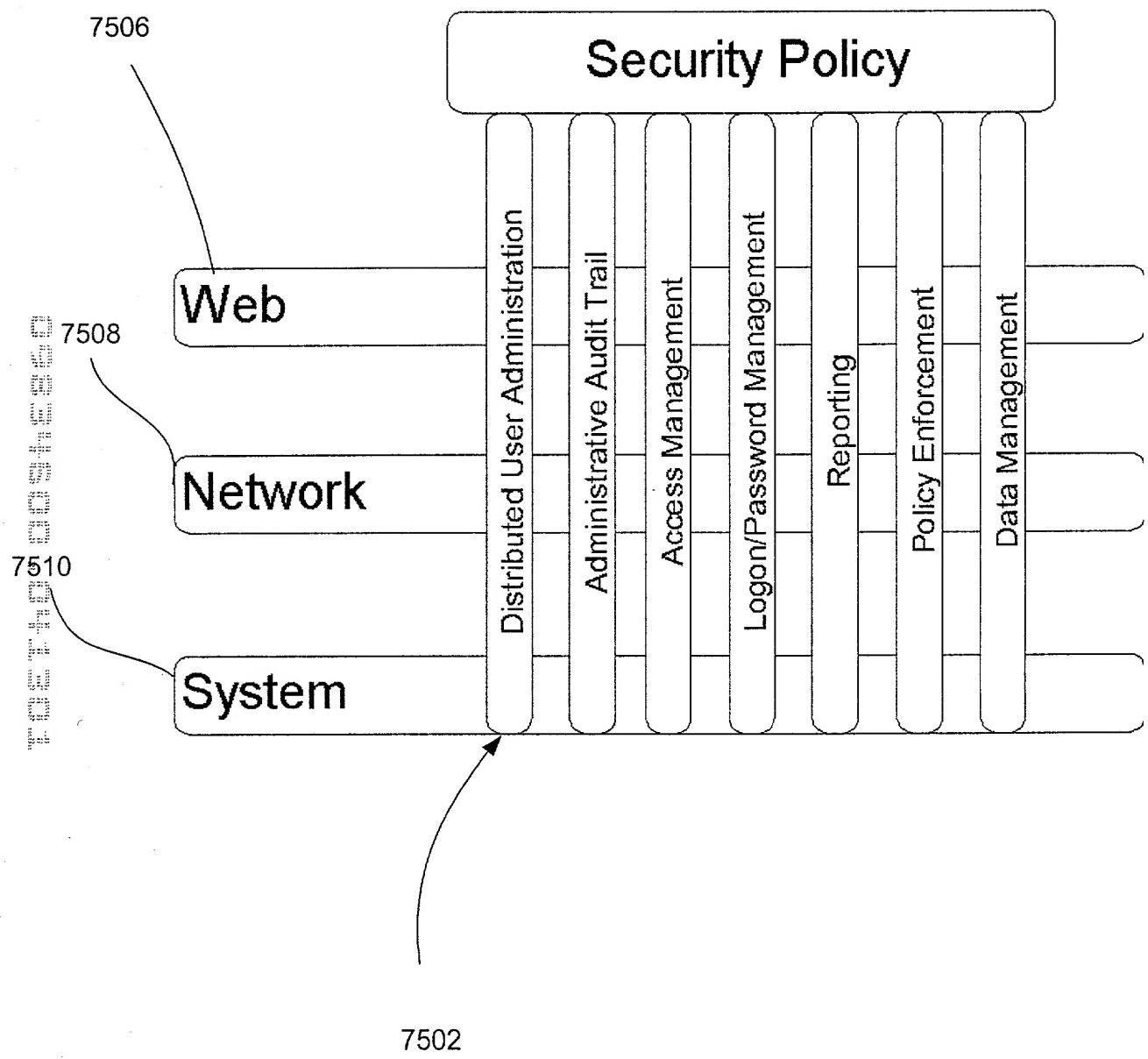


Fig. 75

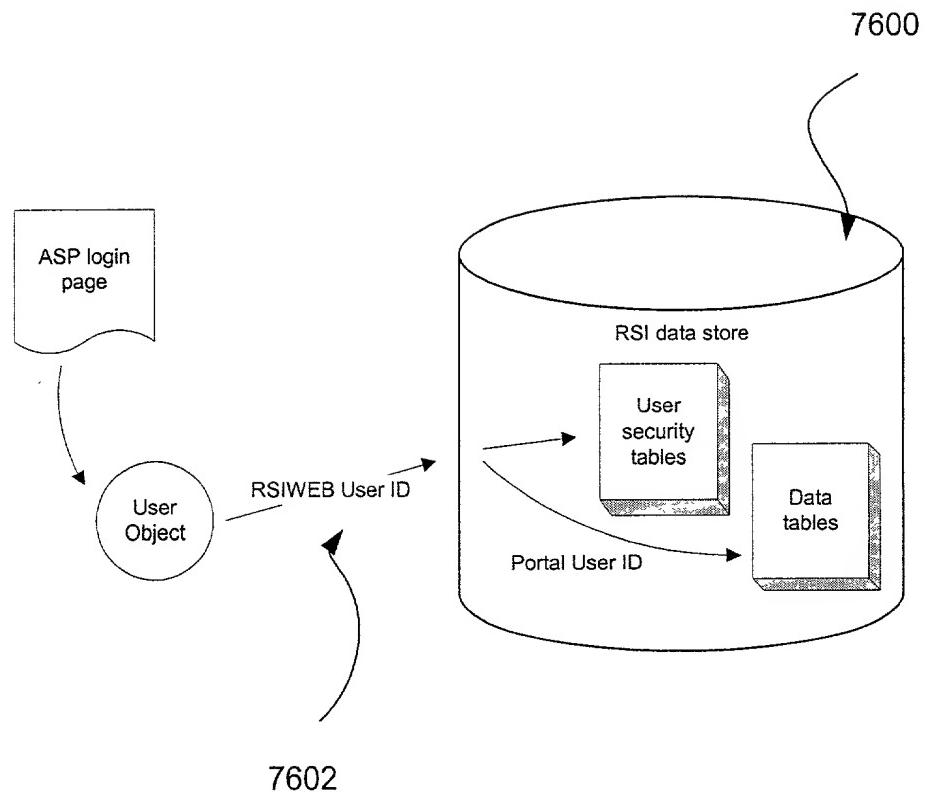


Fig. 76

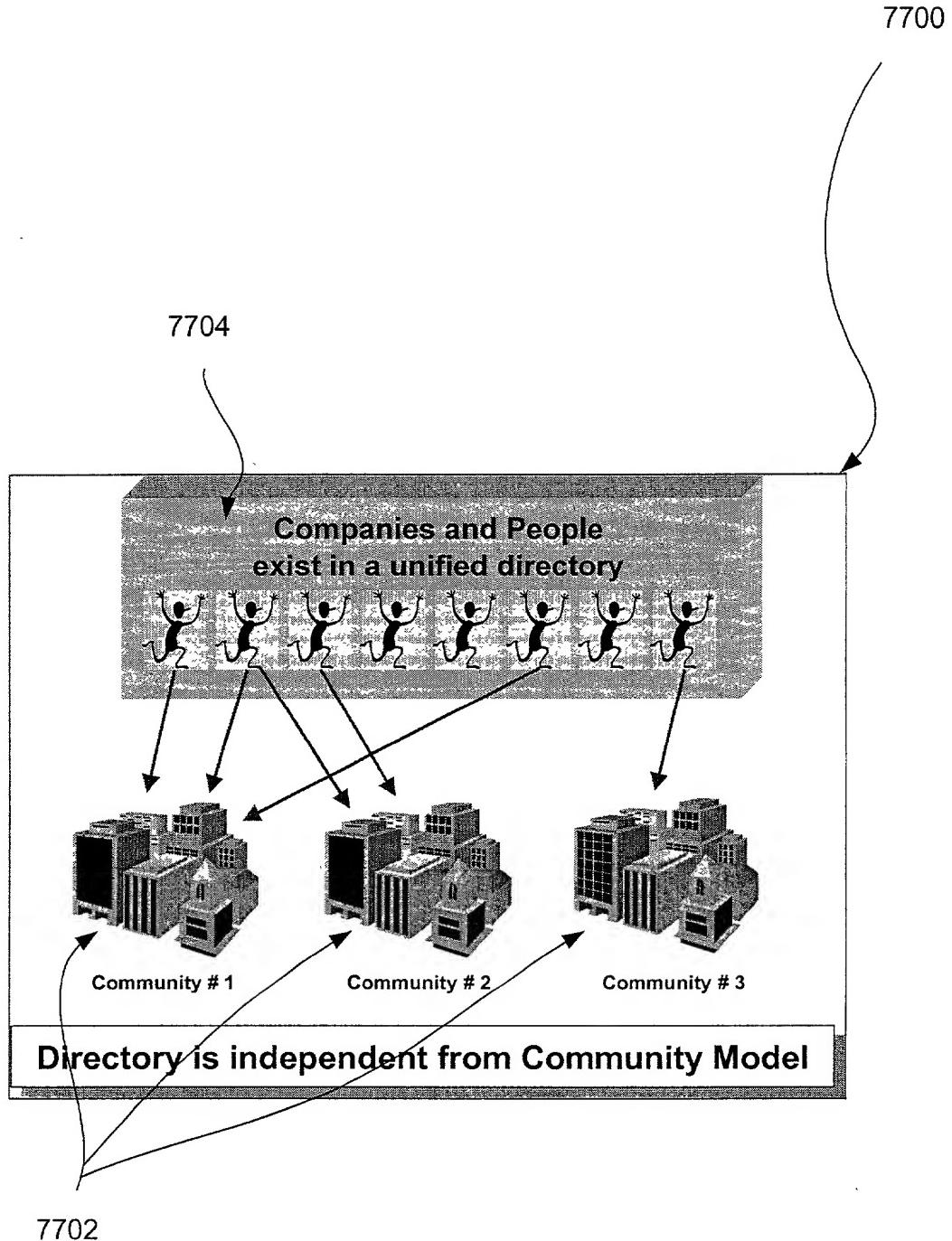


Fig. 77

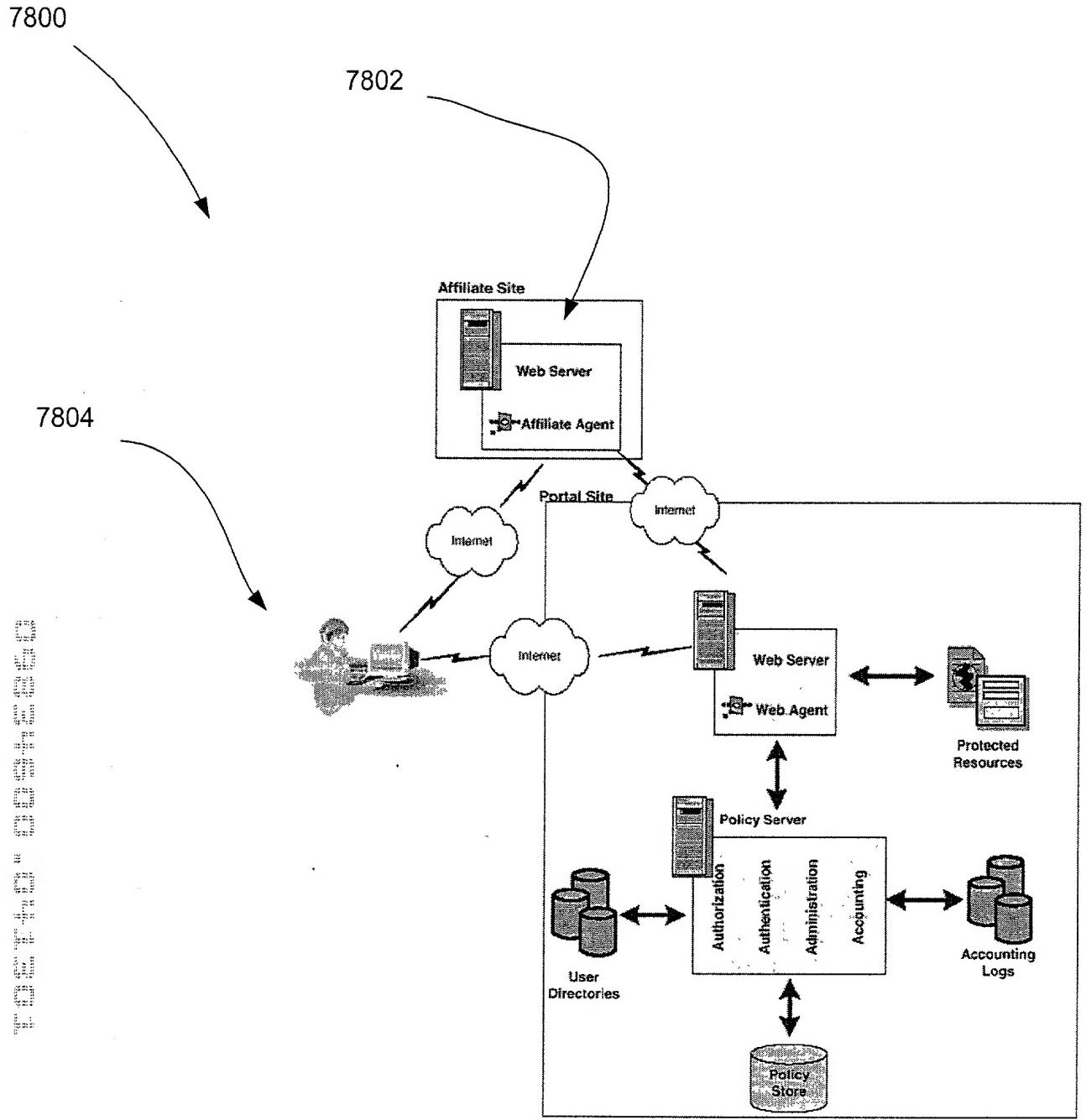
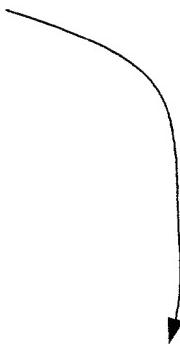


Fig. 78

7900



7902

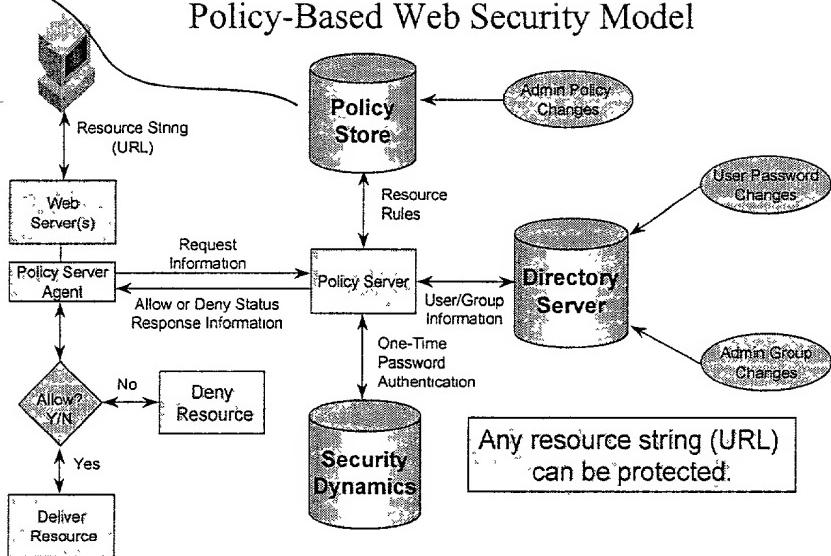


Fig. 79

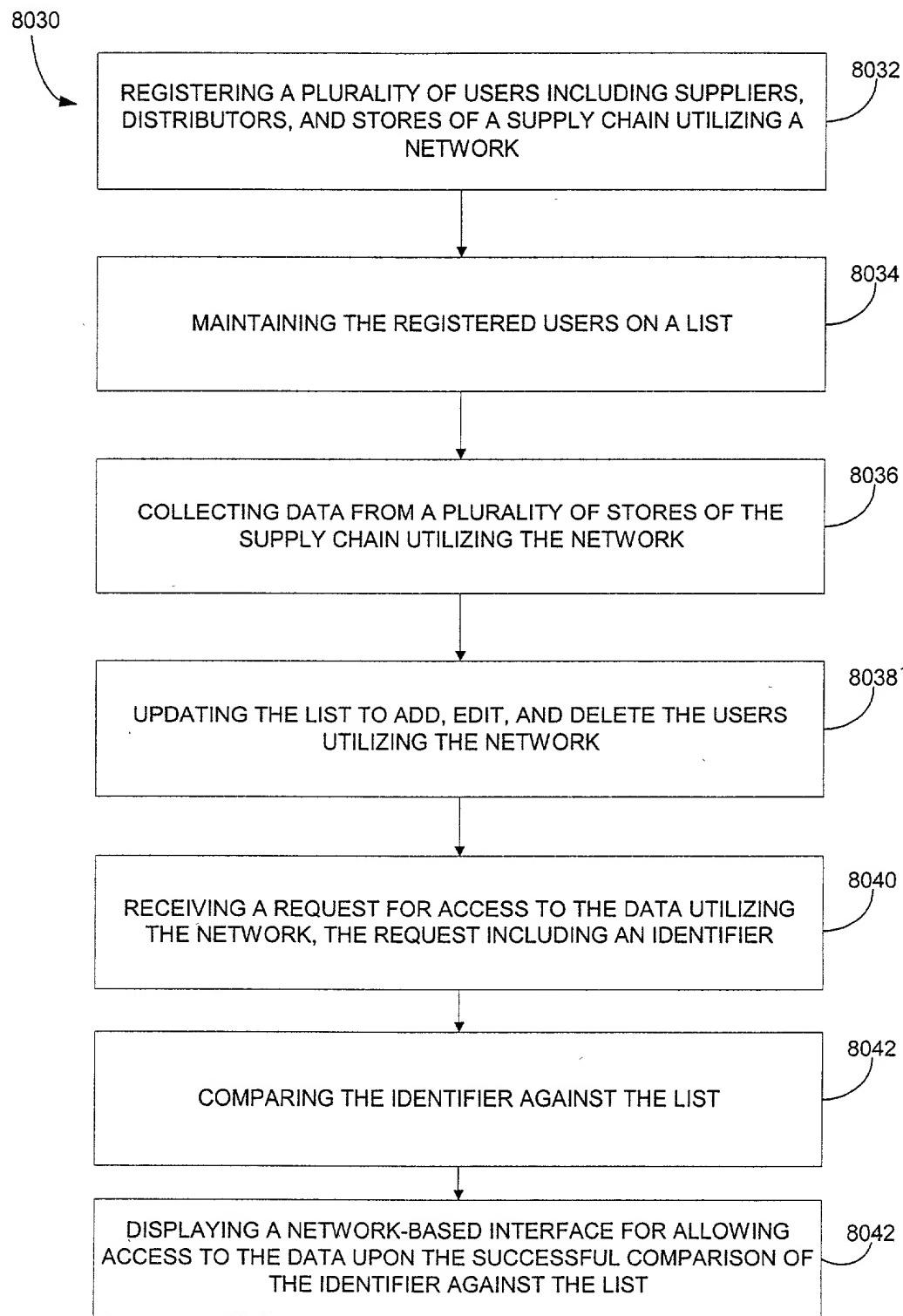


FIG. 80

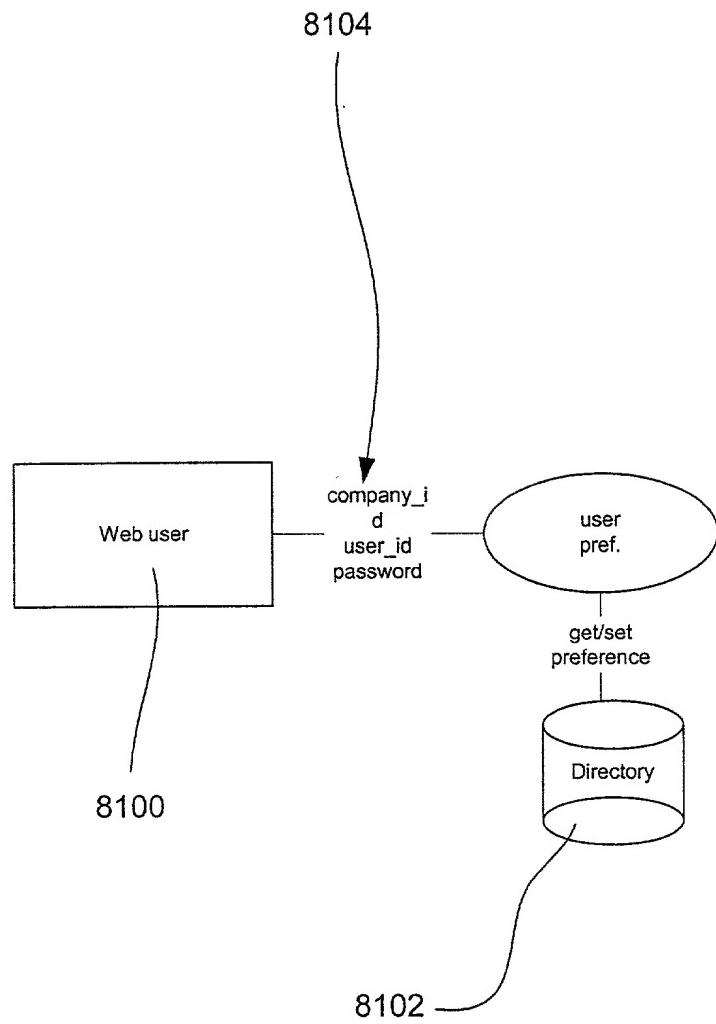


Fig. 81

8200

8202

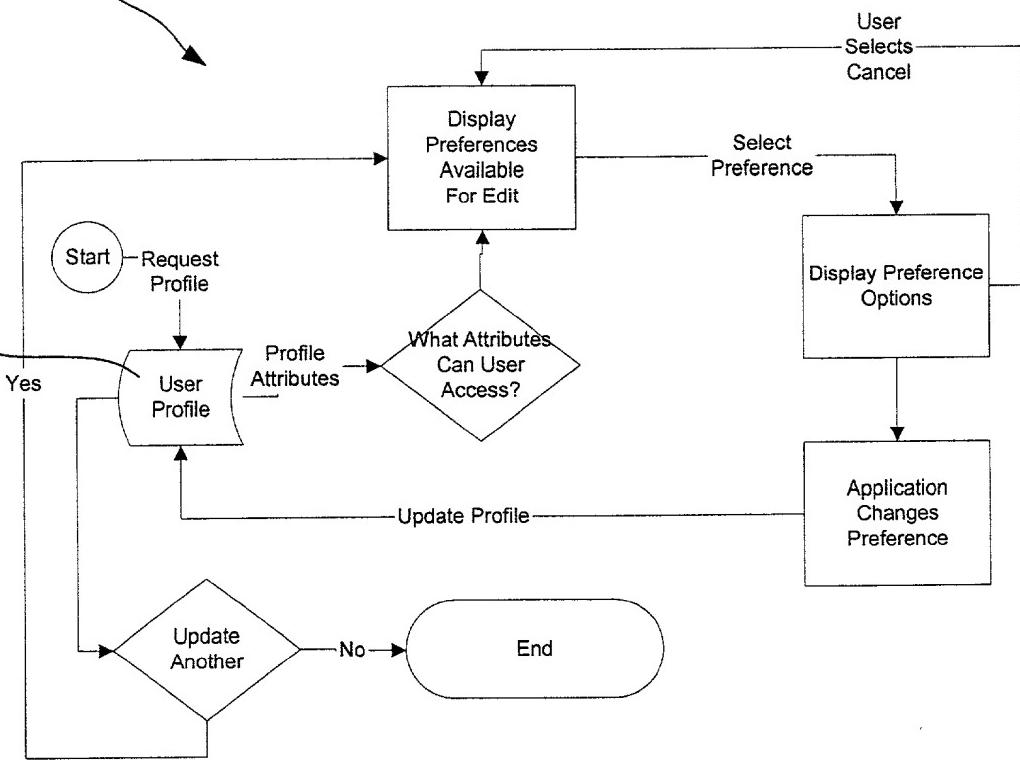


Fig. 82

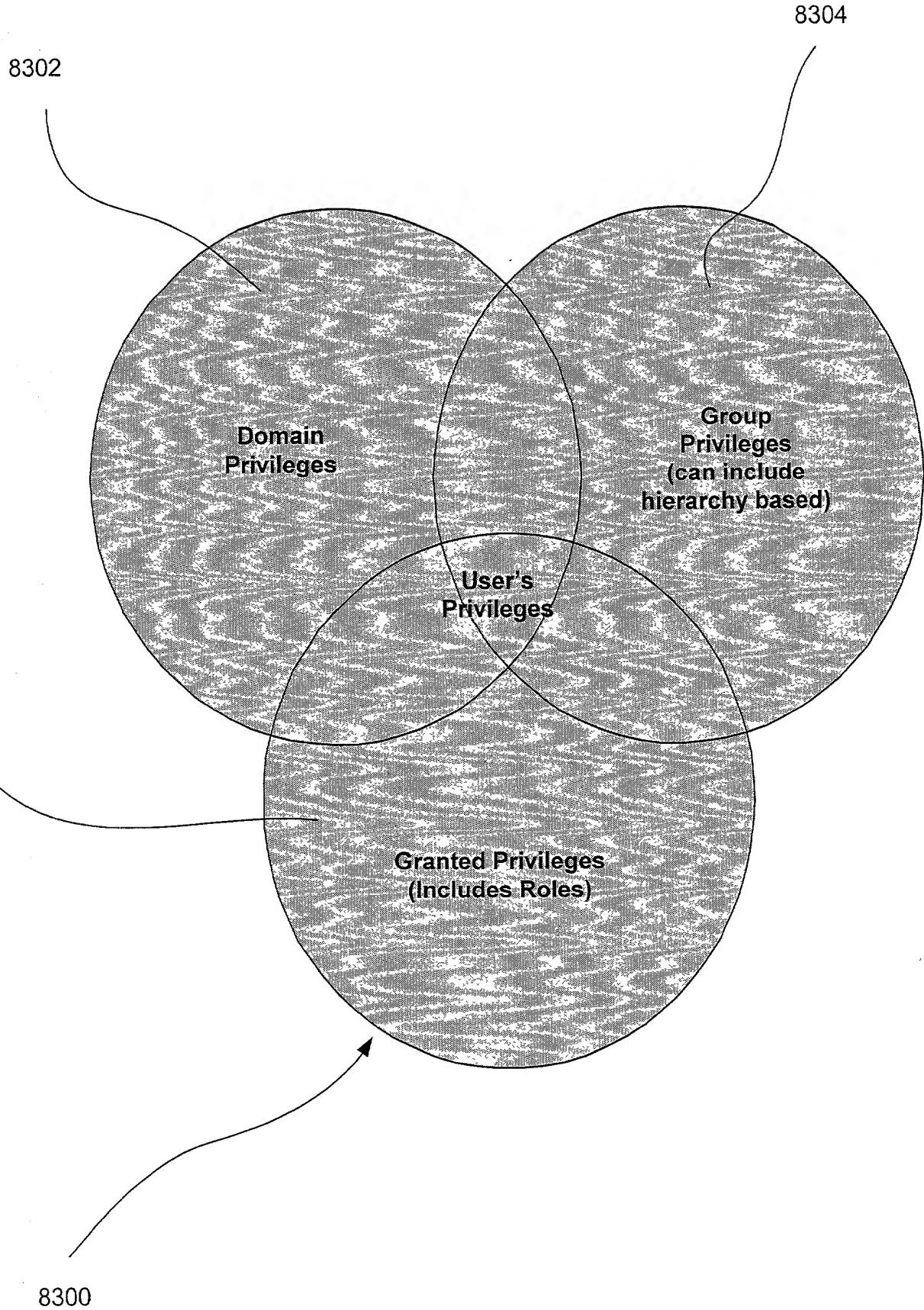


Fig. 83

8400
8402
8404
8406
8408
8410
8412

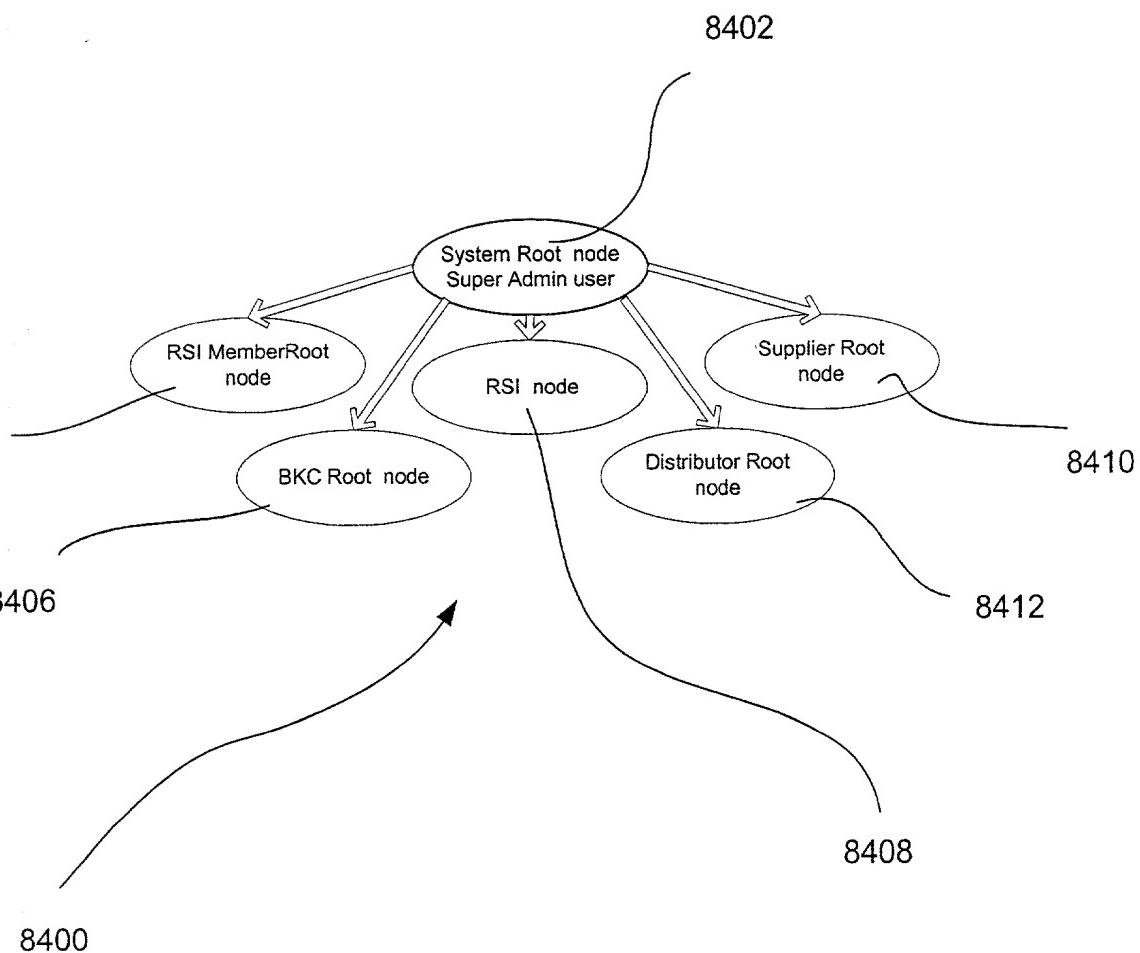


Fig. 84

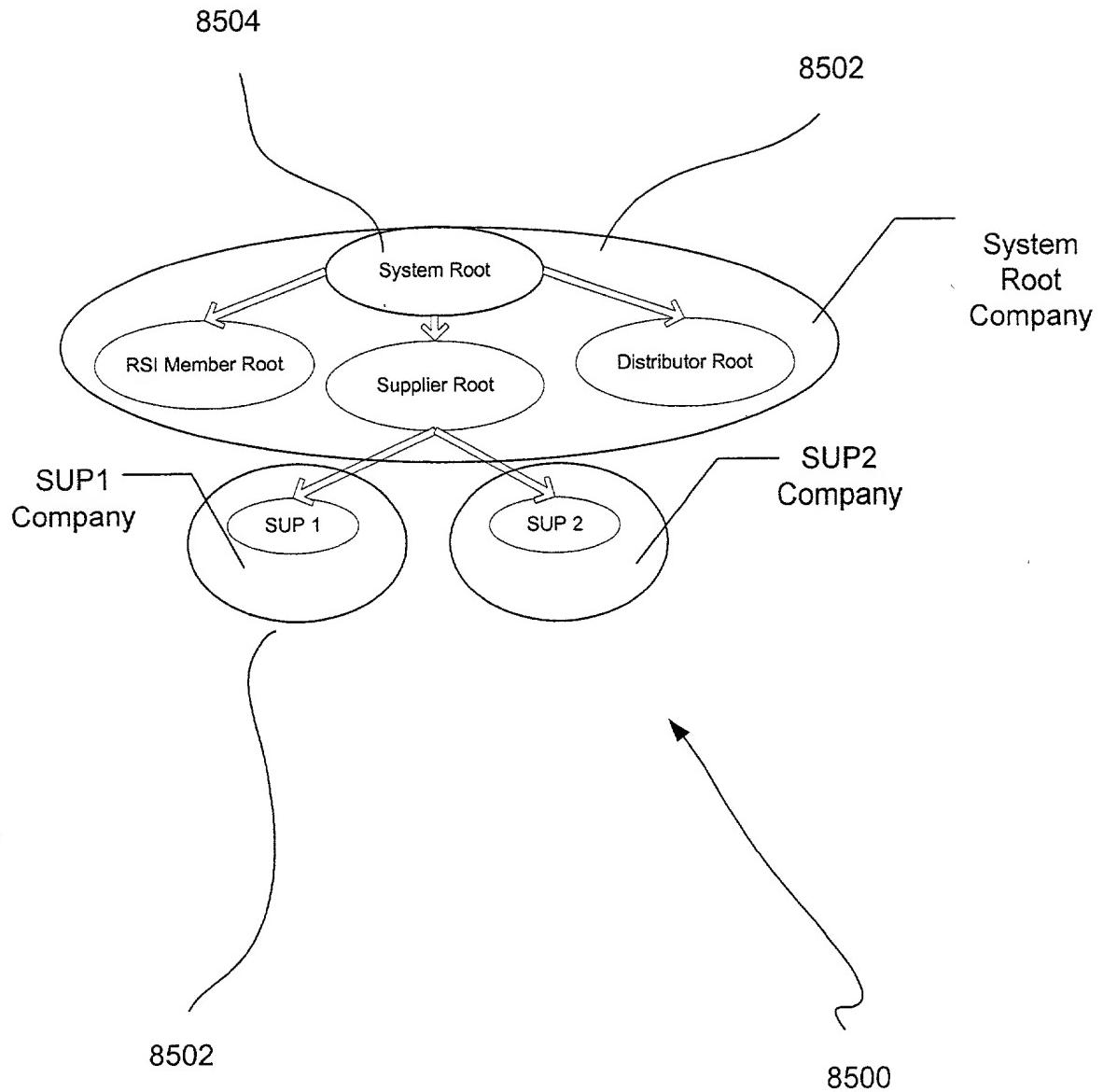


Fig. 85

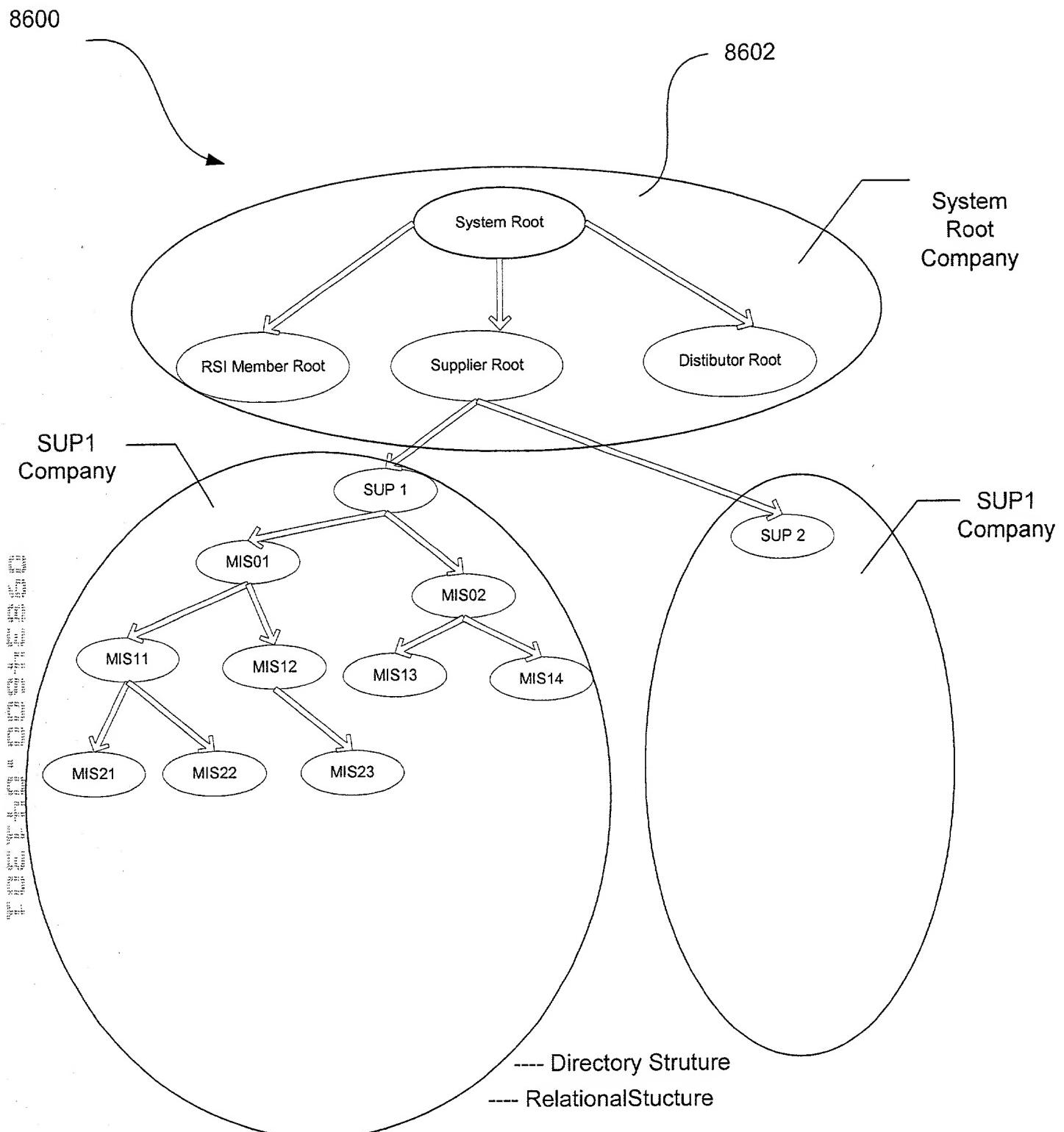


Fig. 86

8700

Group Hierarchy Management: Data Flow

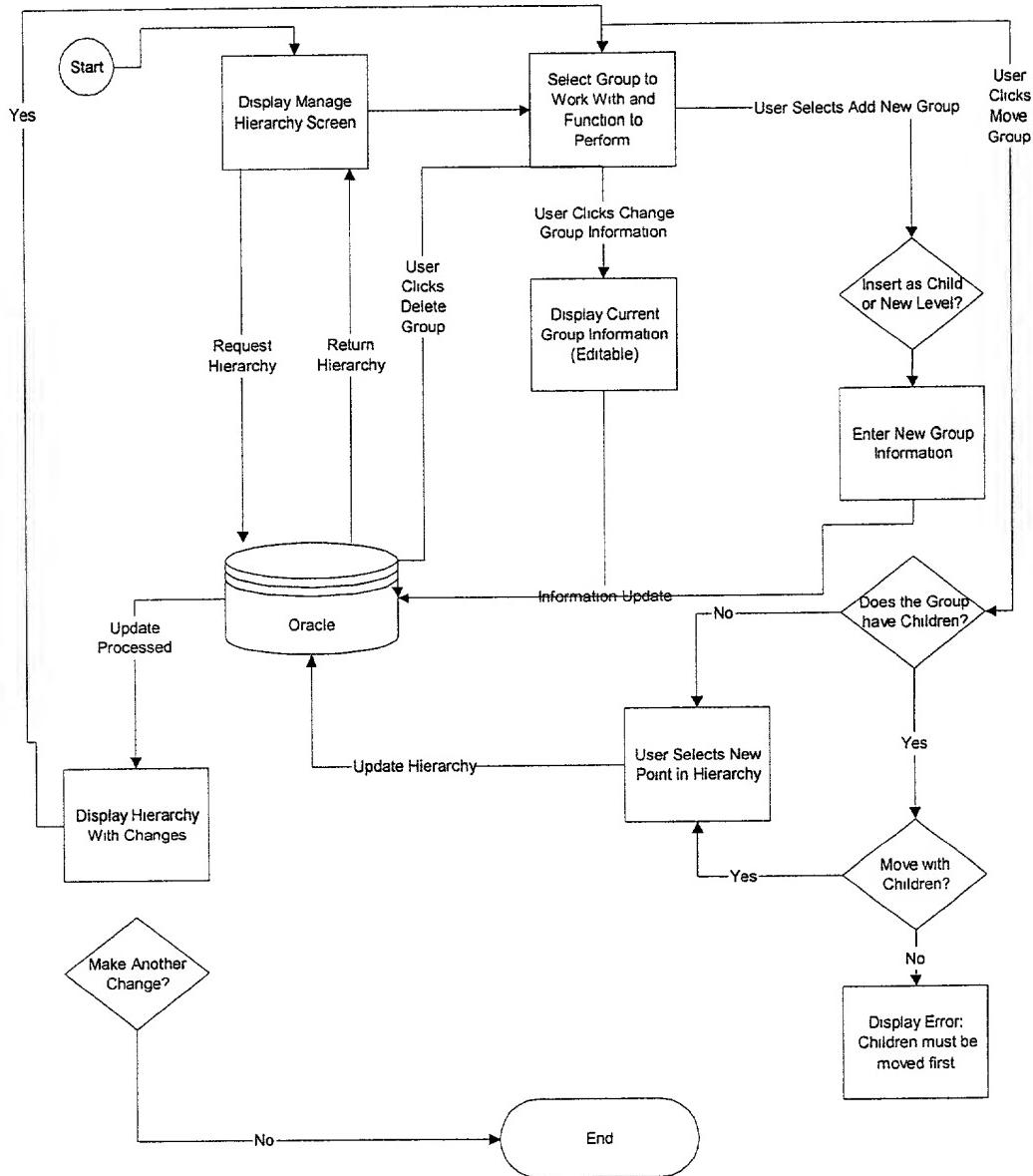


Fig. 87

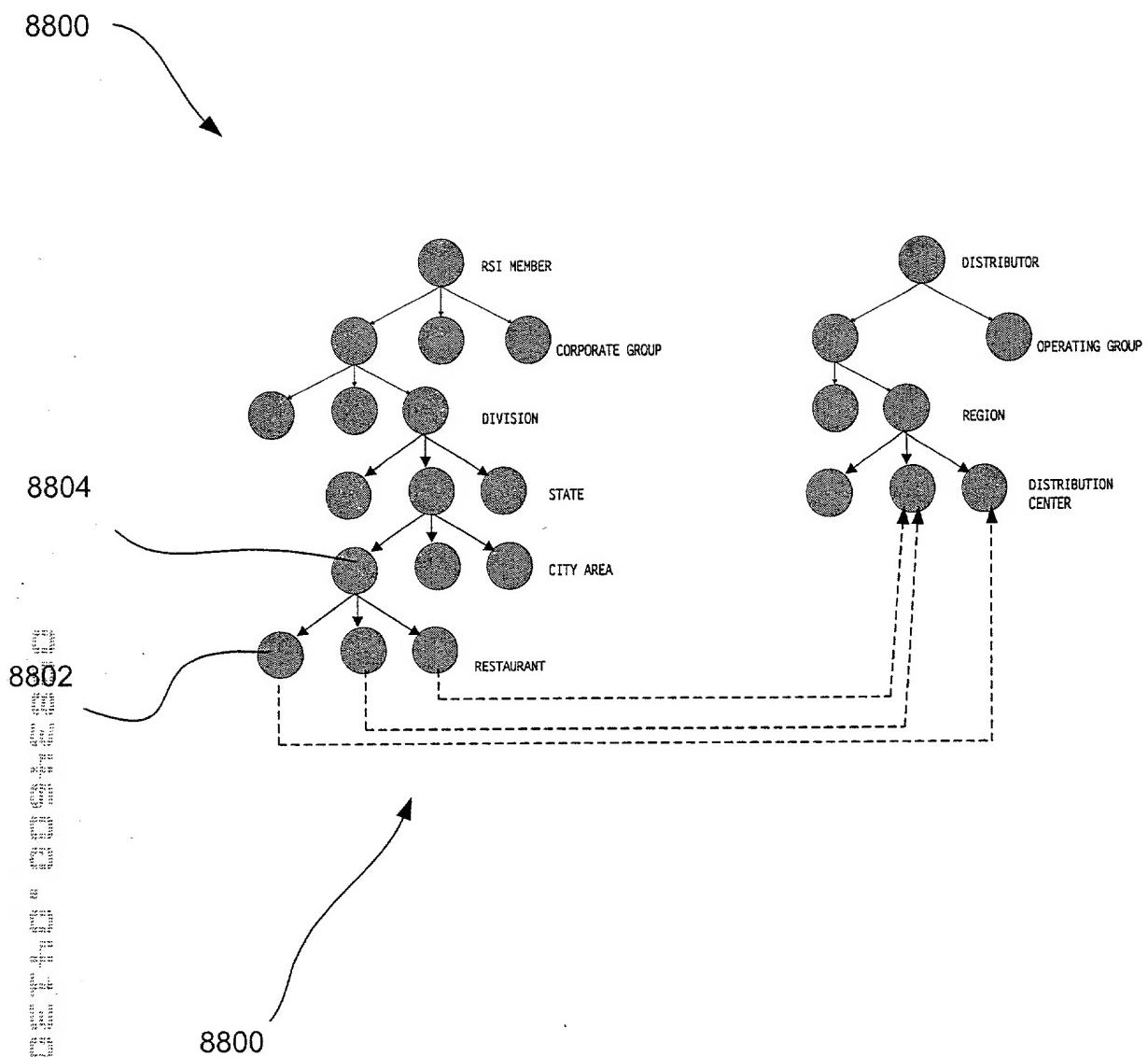


Fig. 88

8902

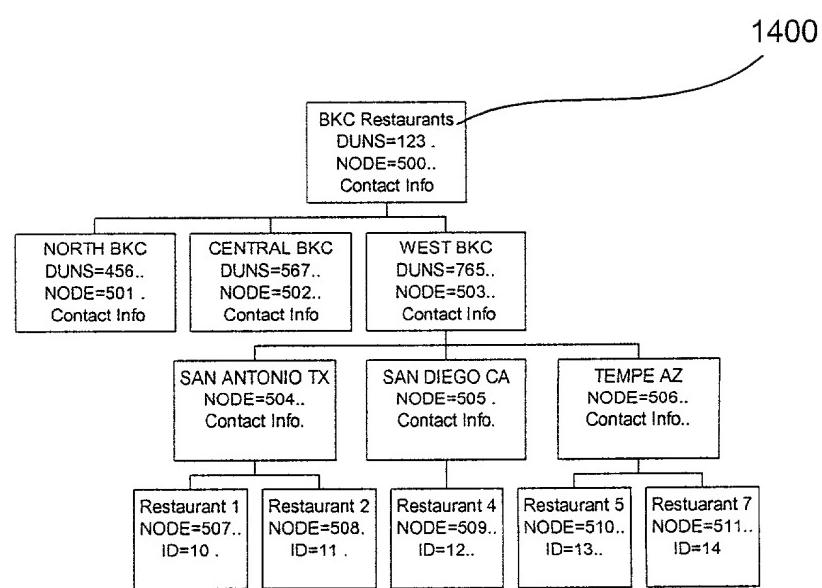


Fig. 89

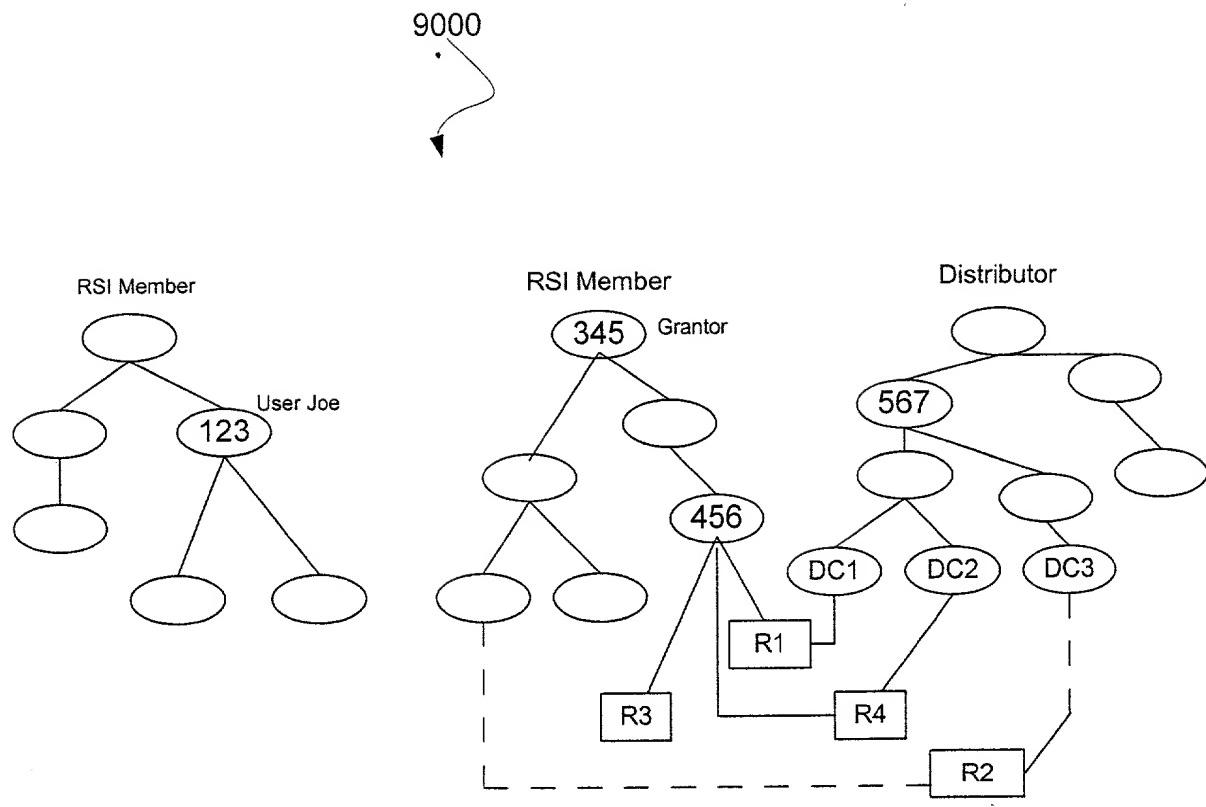


FIG. 90

9100

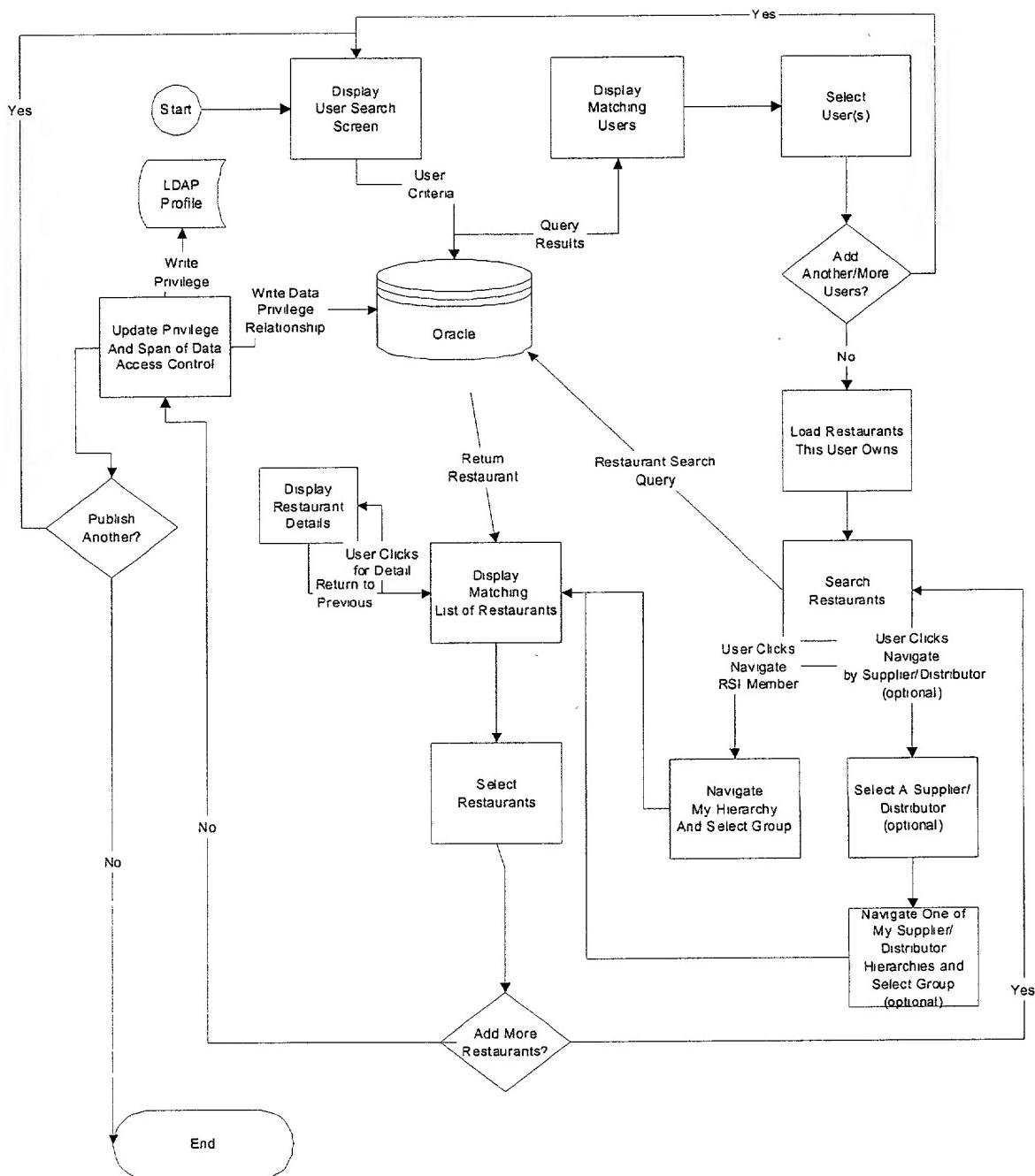


Fig. 91

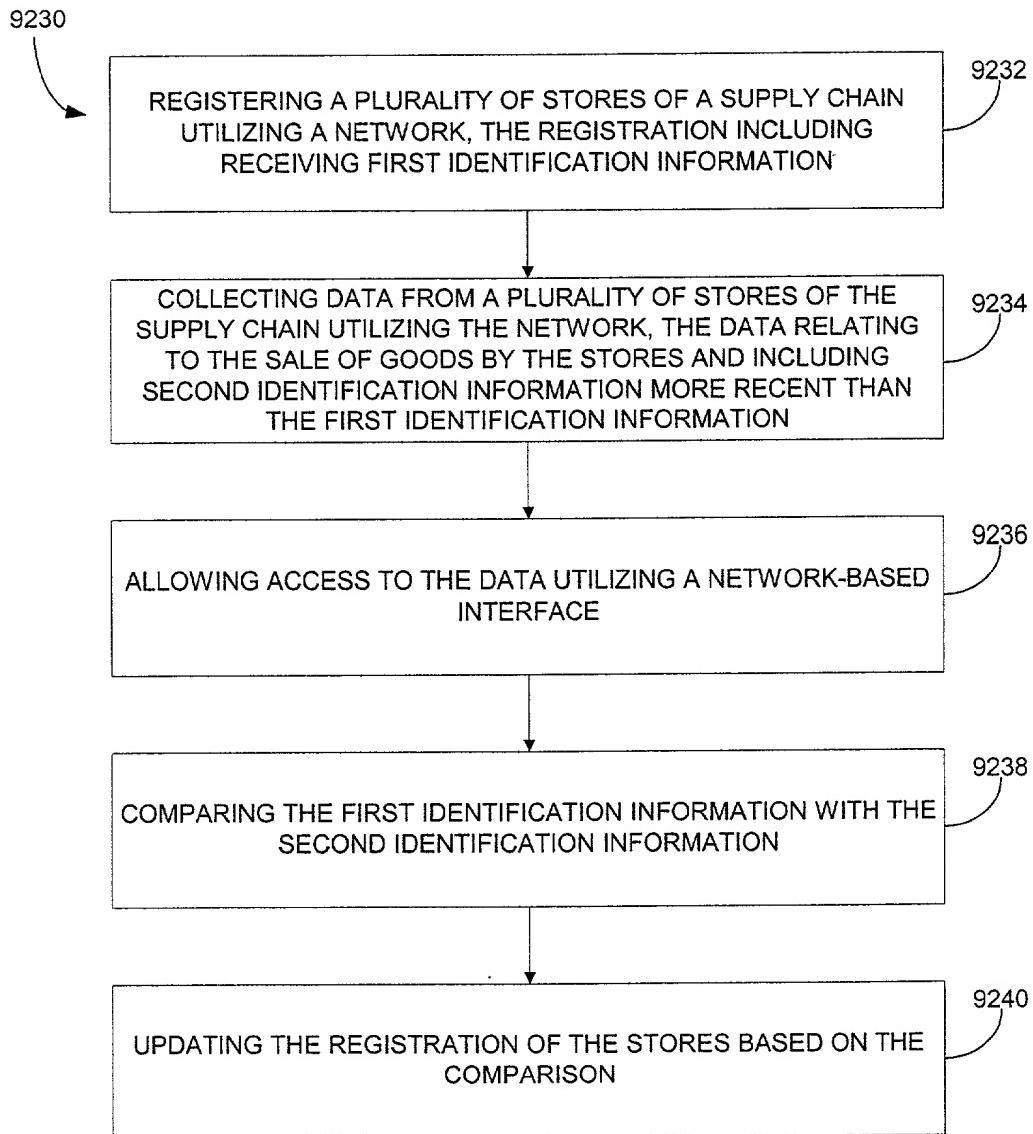


FIG. 92

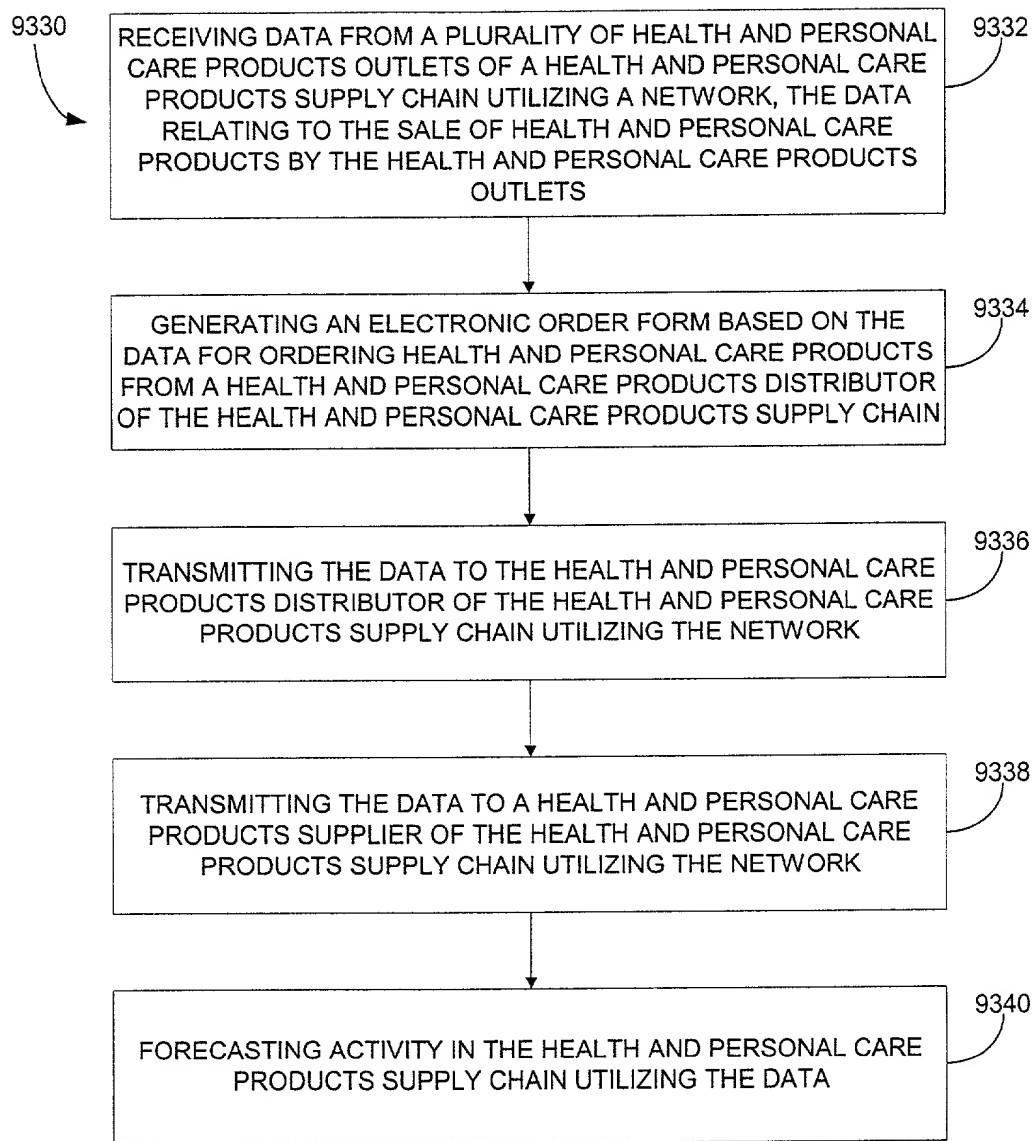


FIG. 93

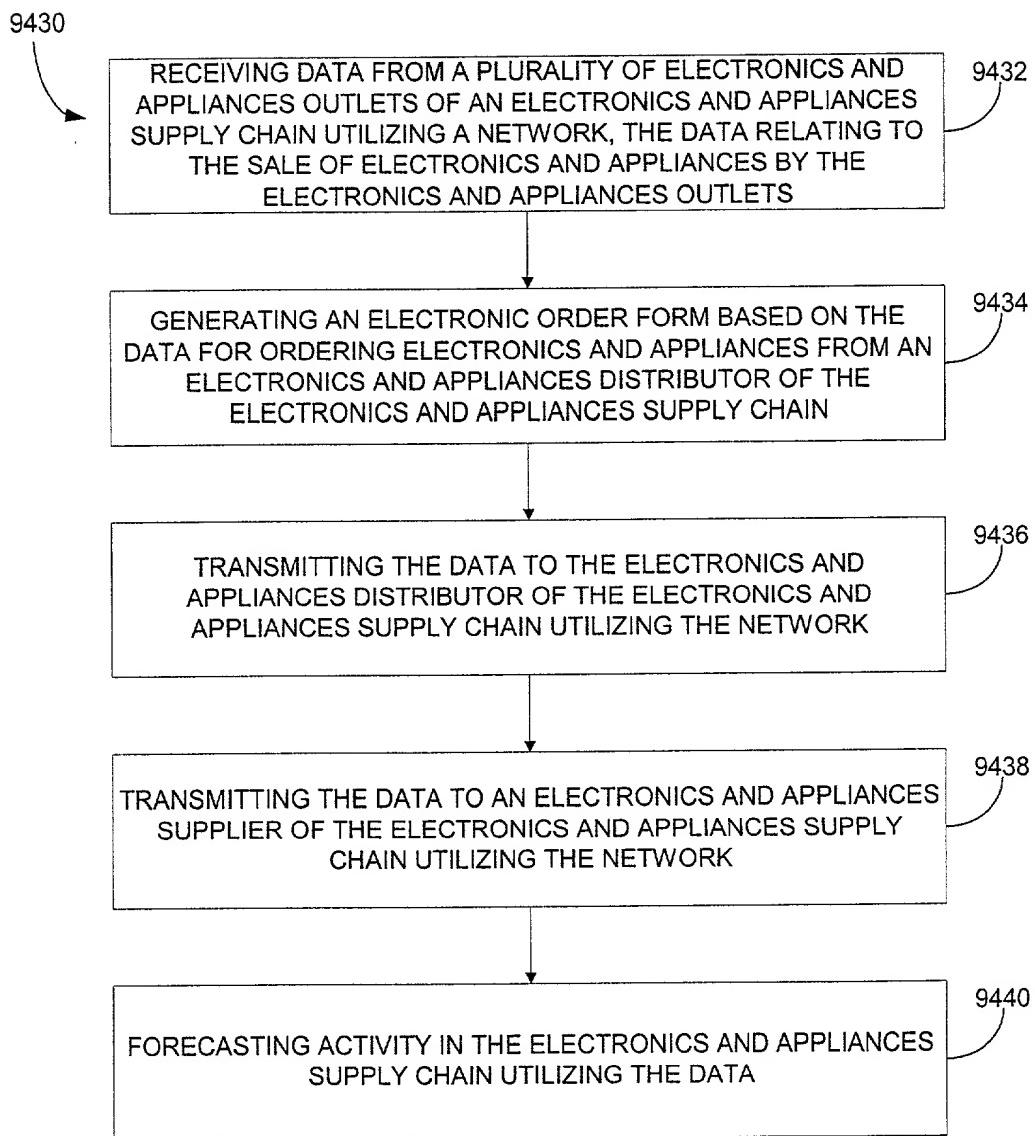


FIG. 94

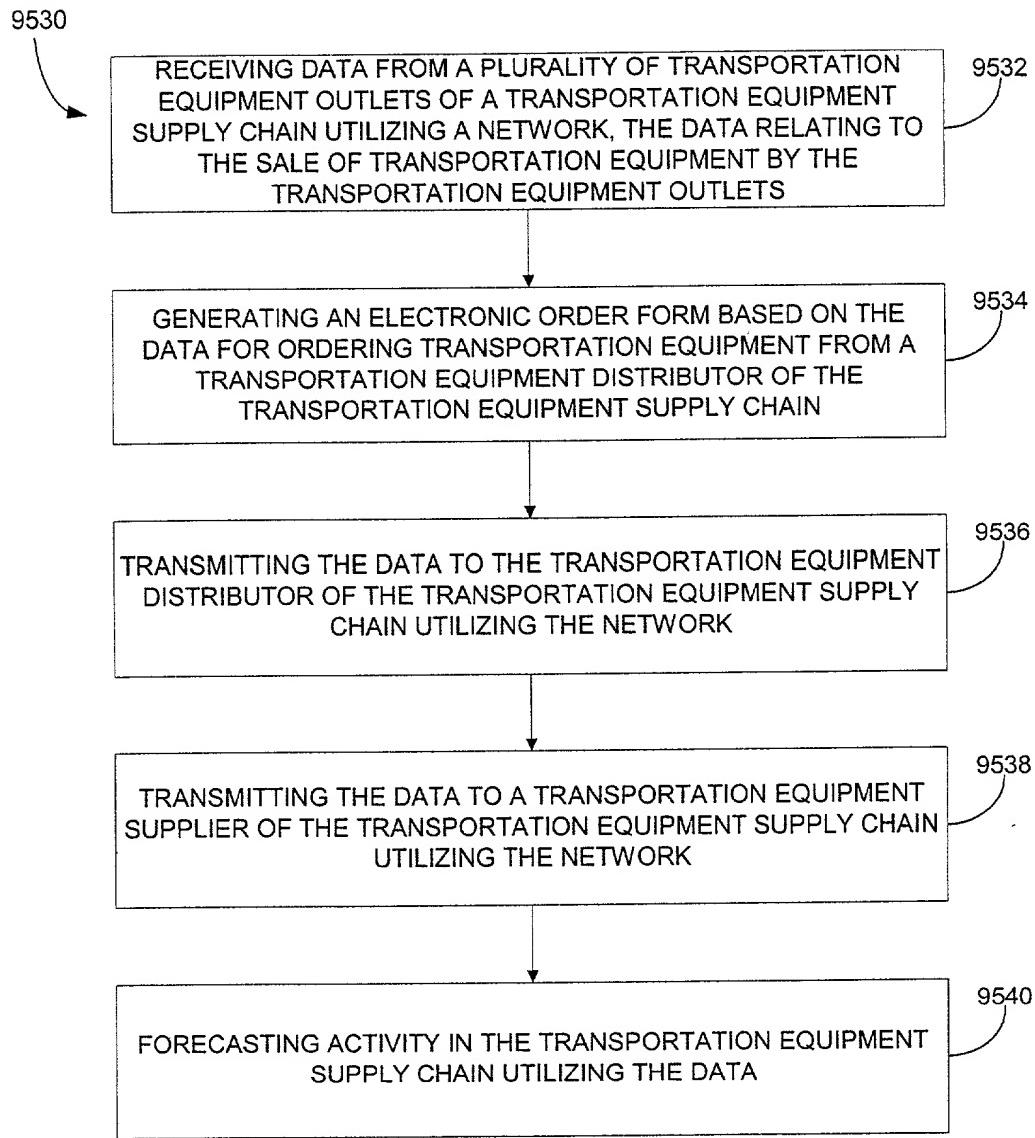


FIG. 95

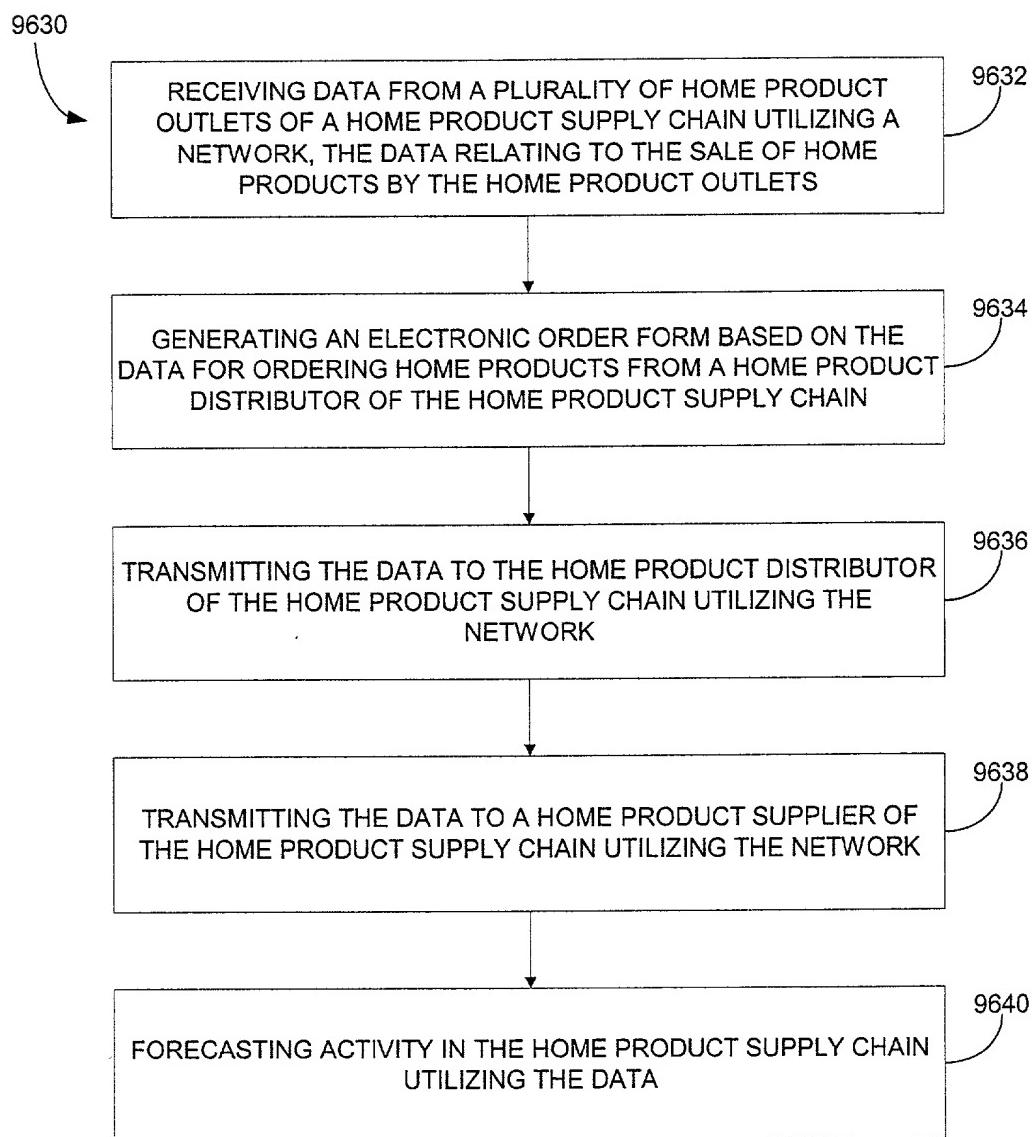


FIG. 96

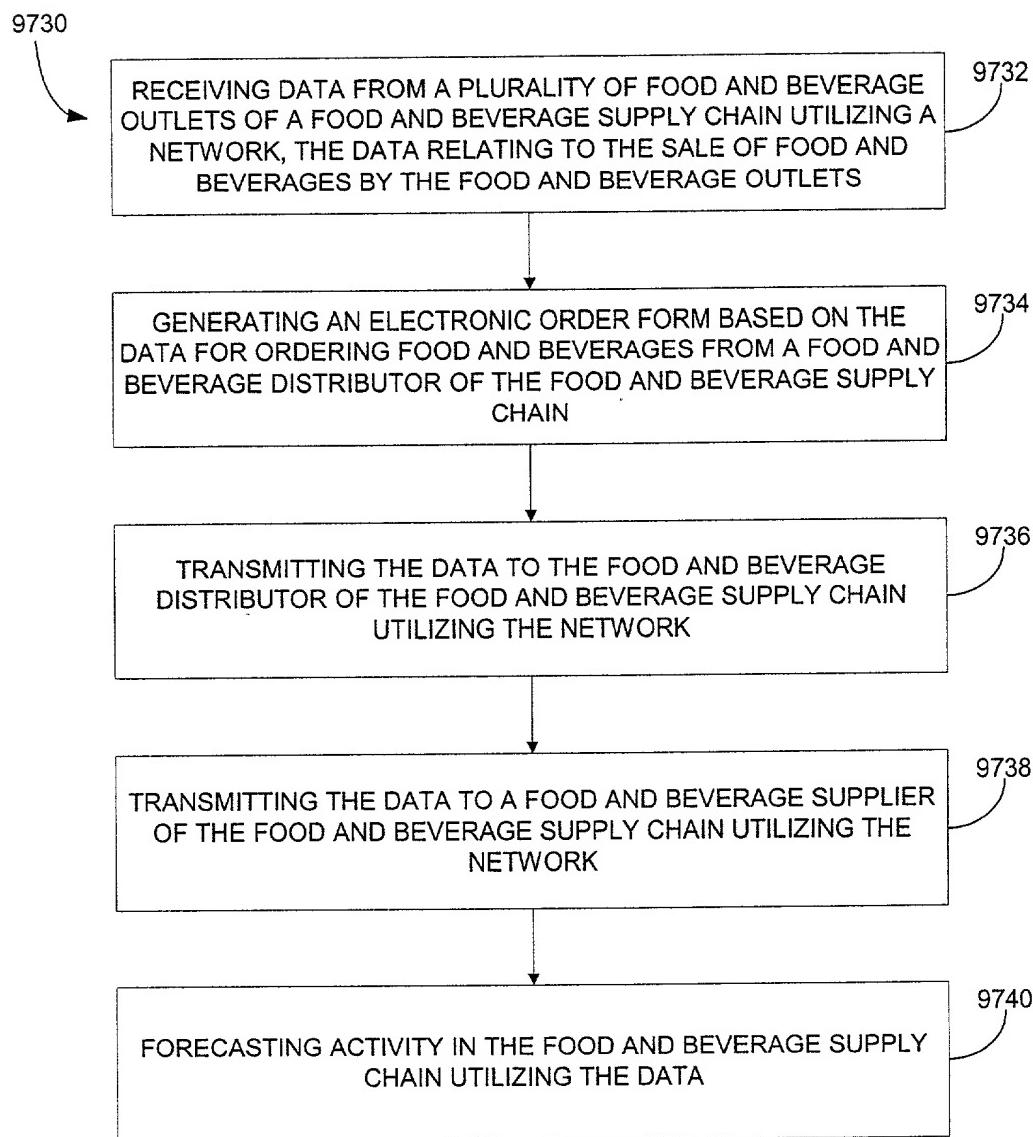


FIG. 97

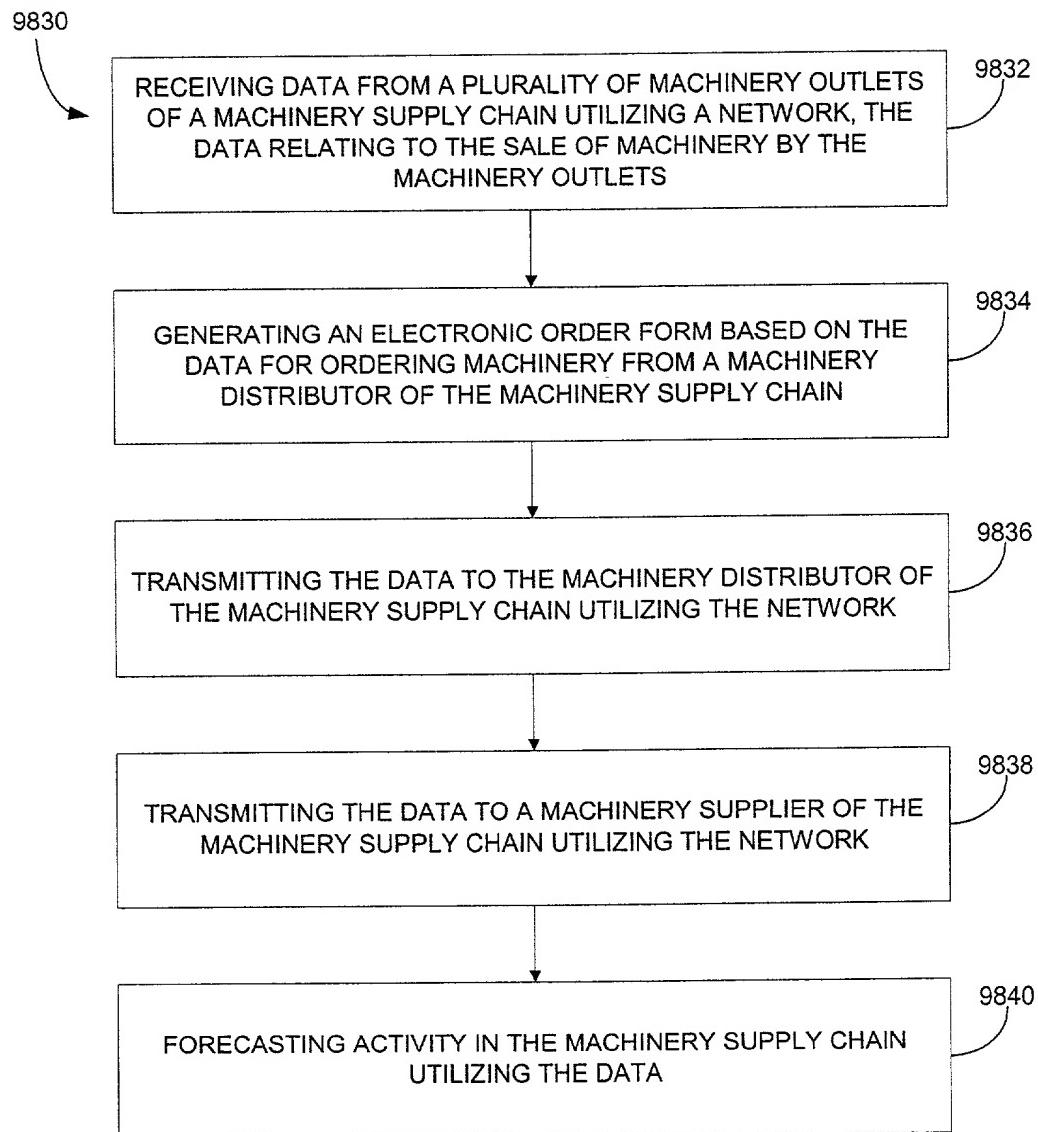


FIG. 98

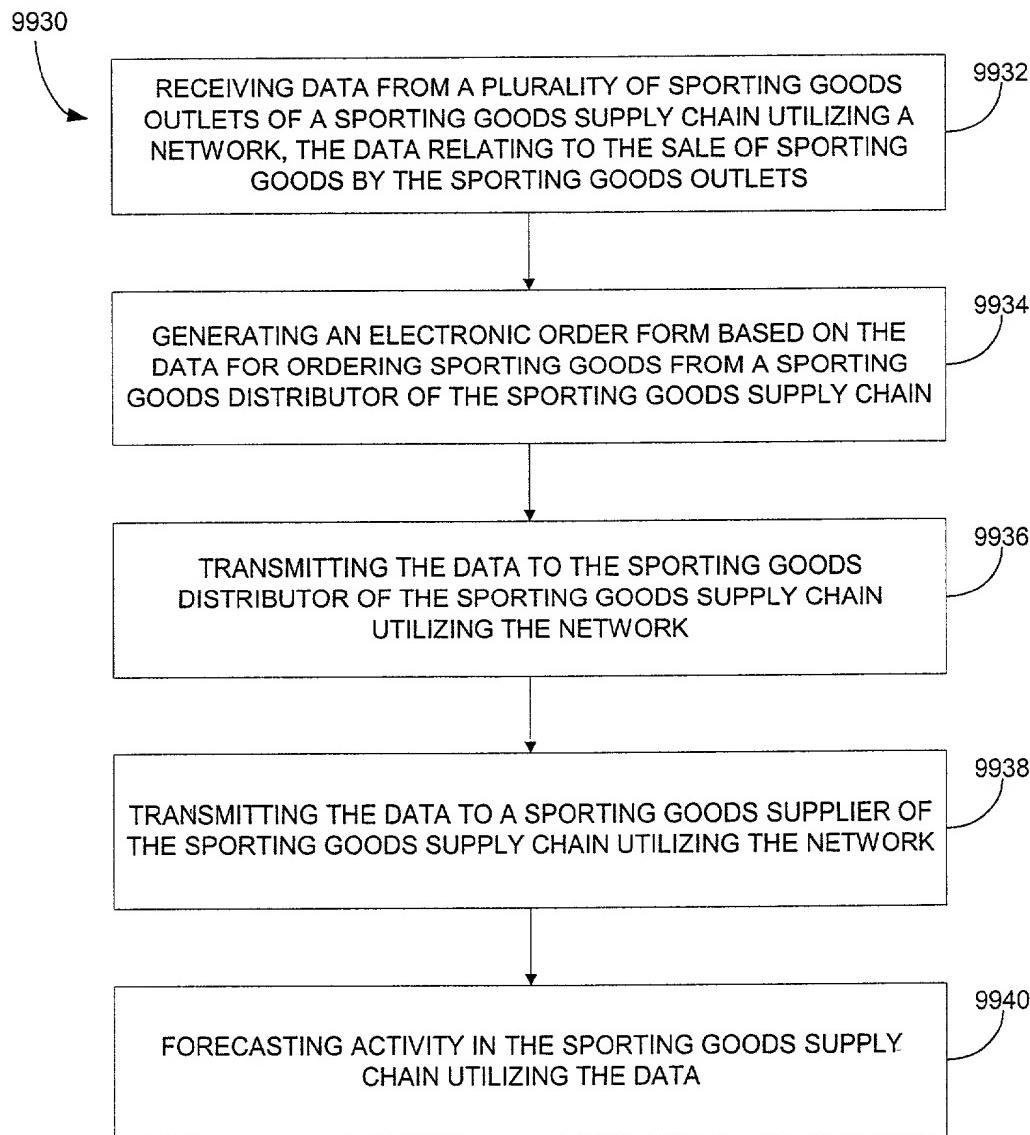


FIG. 99

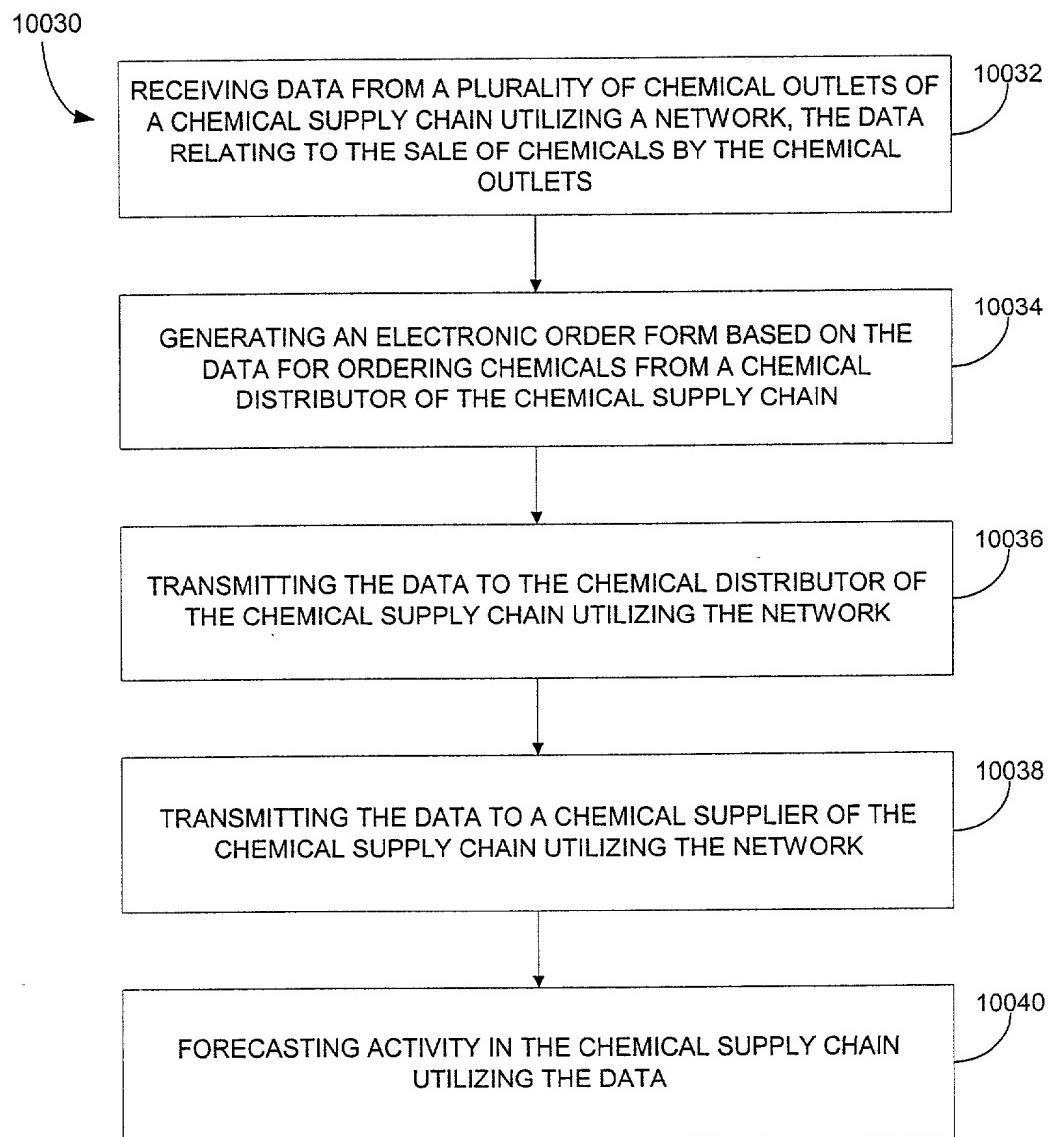


FIG. 100

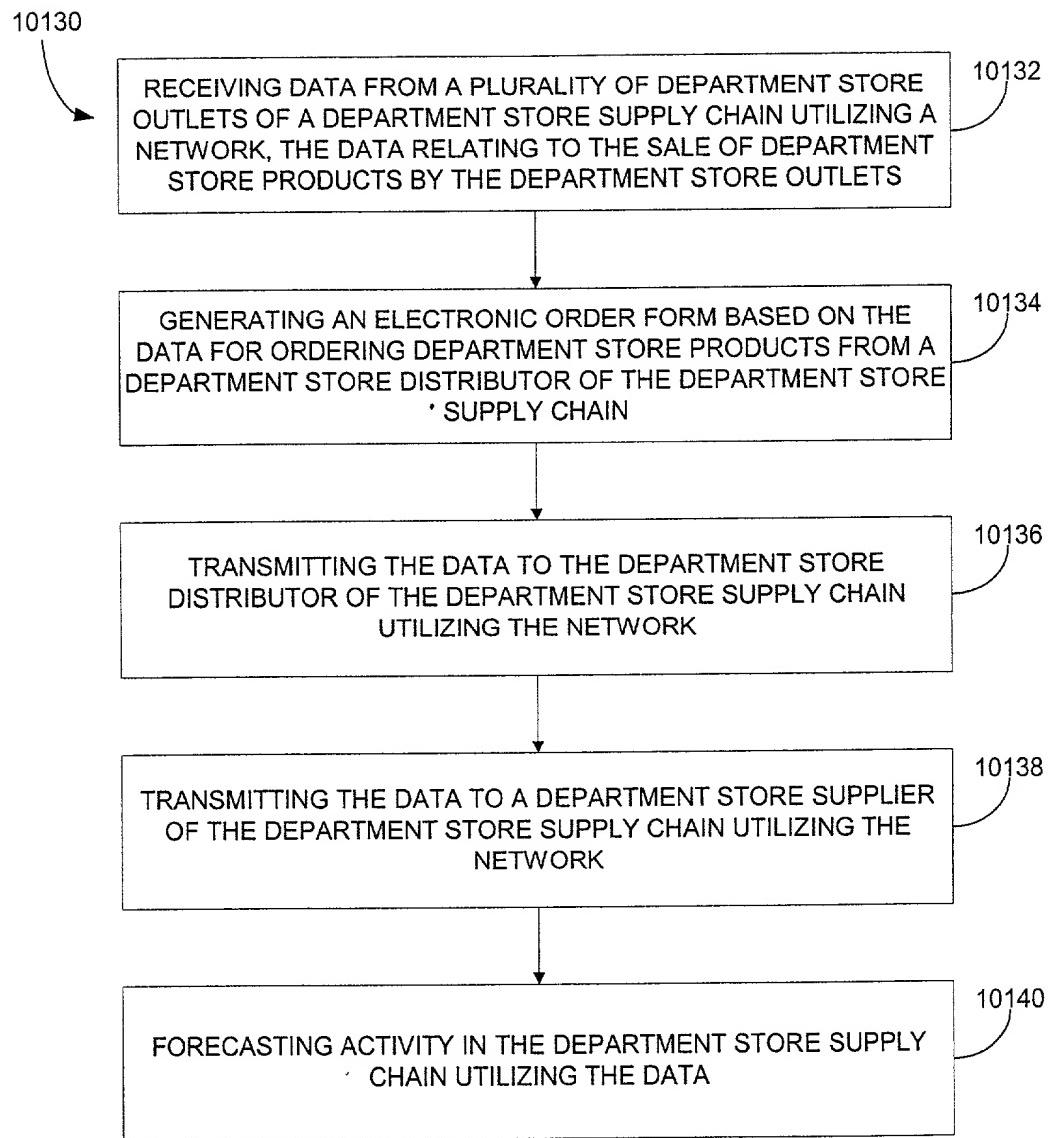


FIG. 101

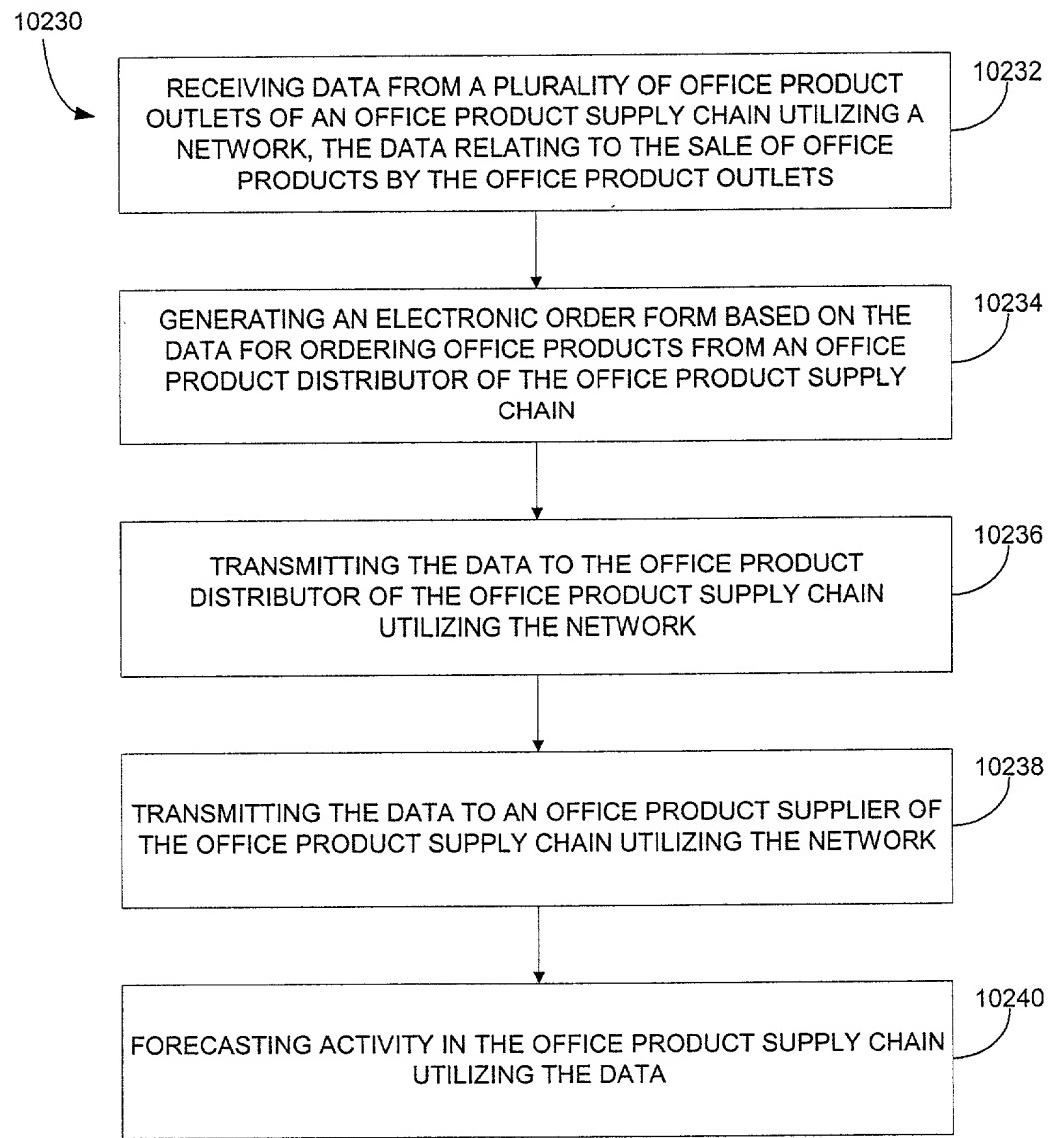


FIG. 102A

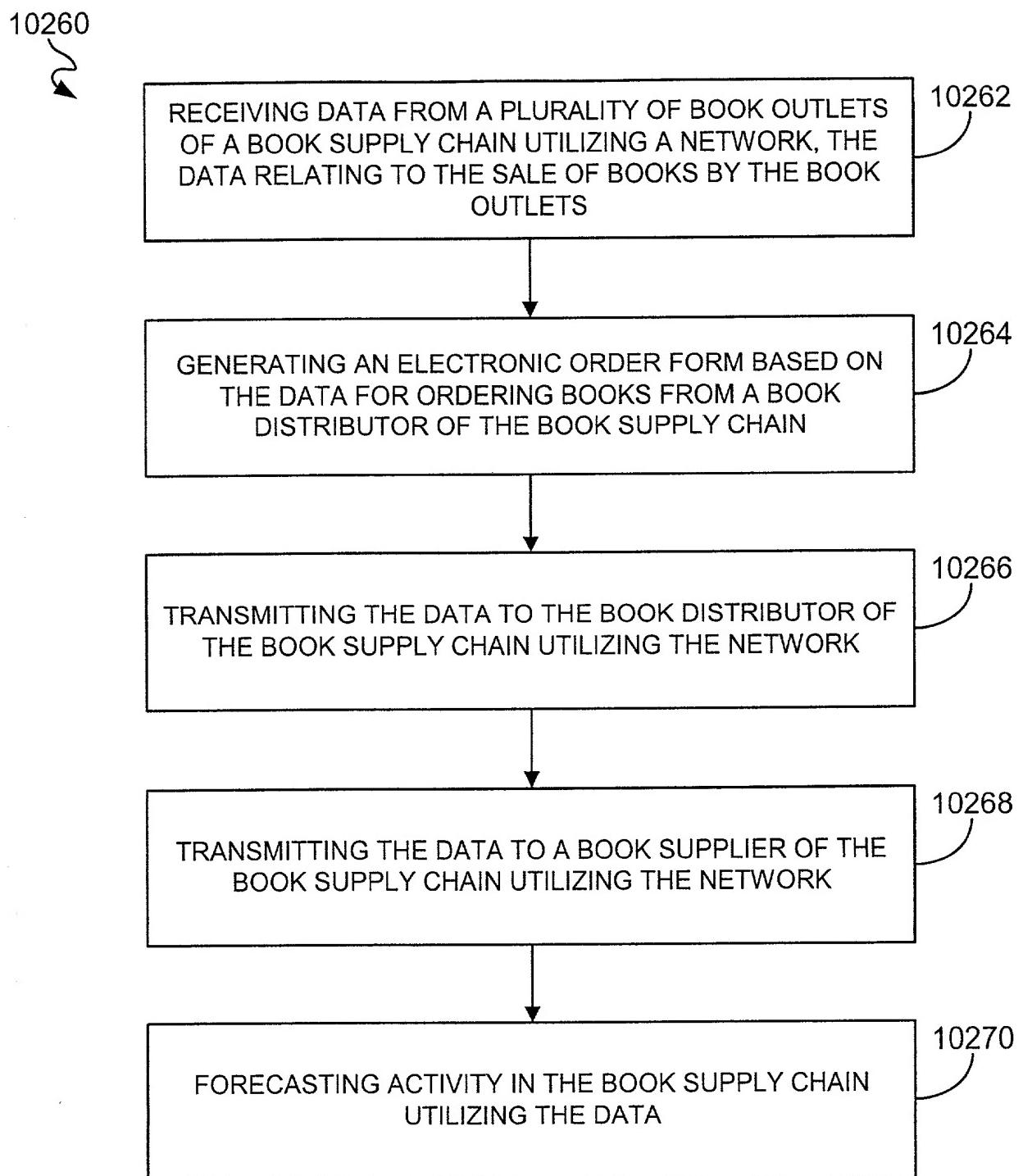


FIG. 102B

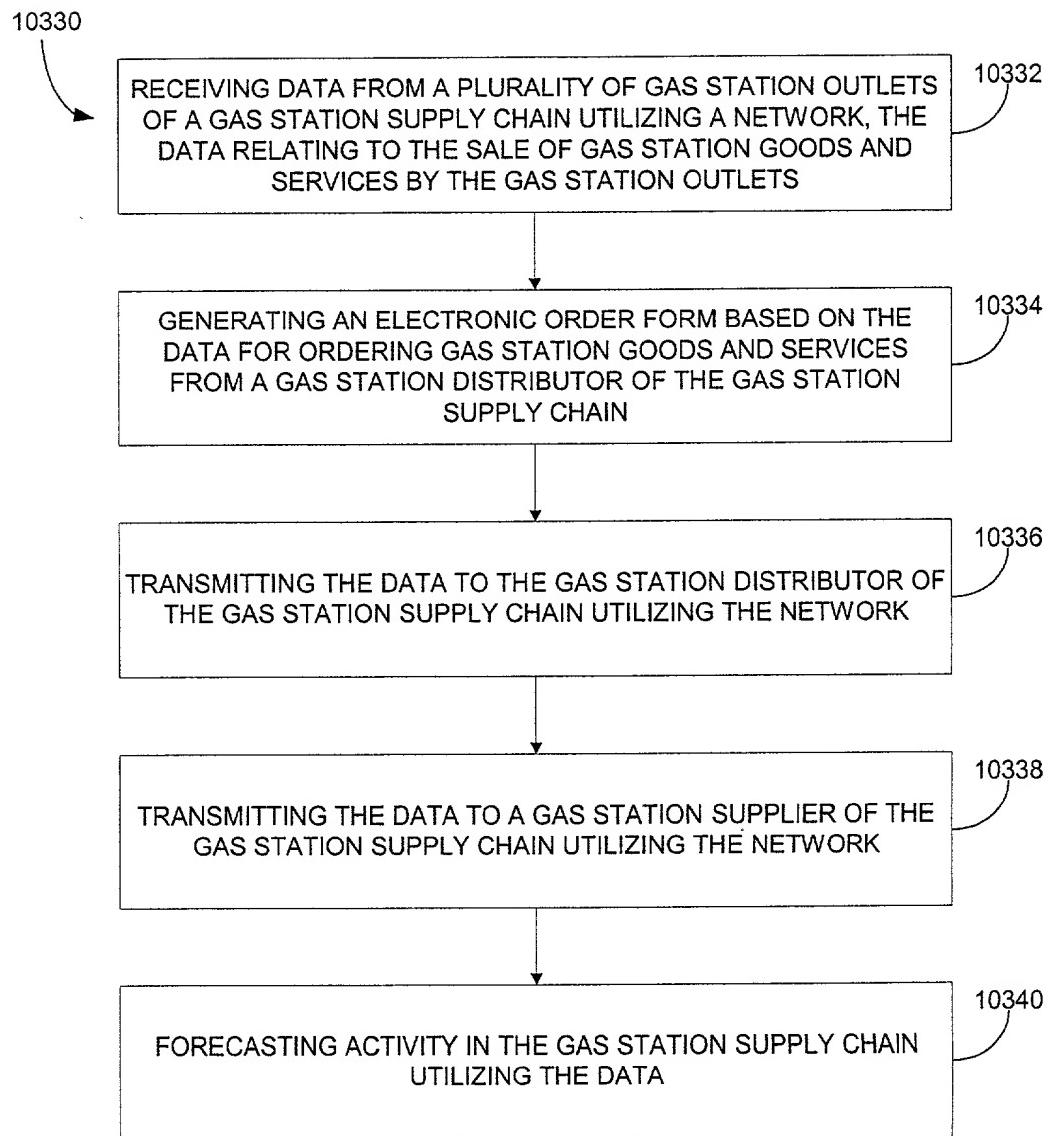


FIG. 103

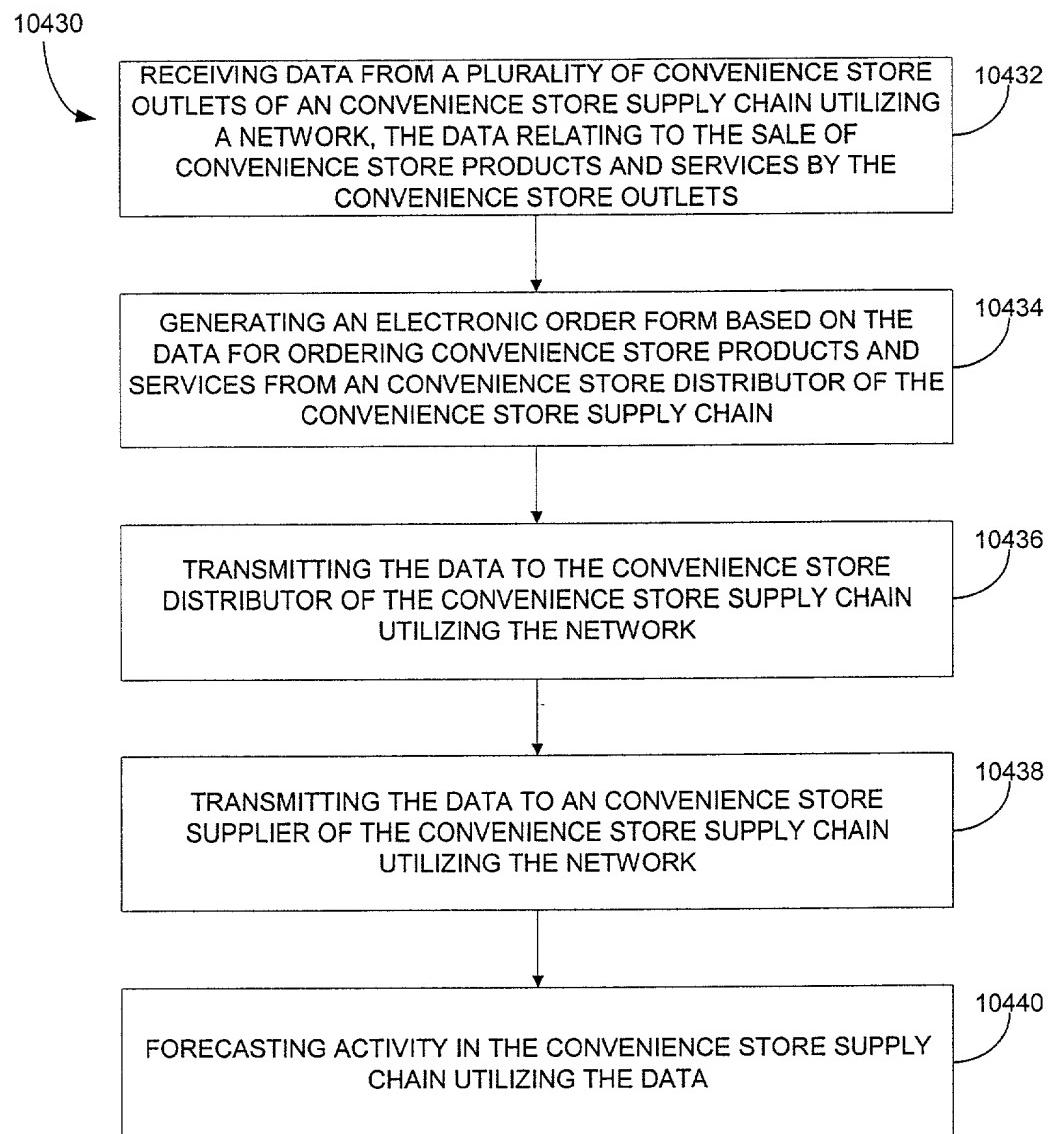


FIG. 104A

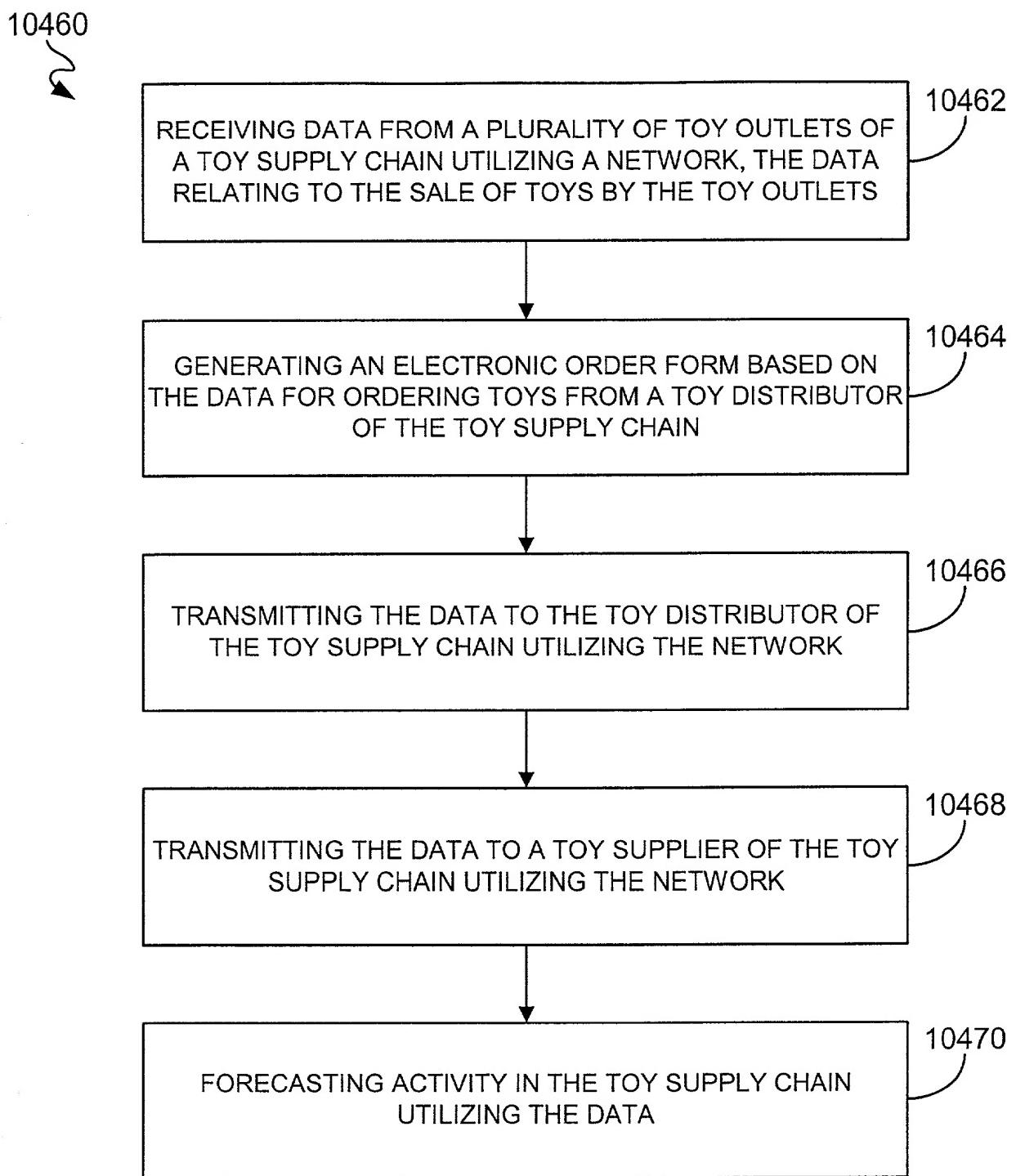


FIG. 104B

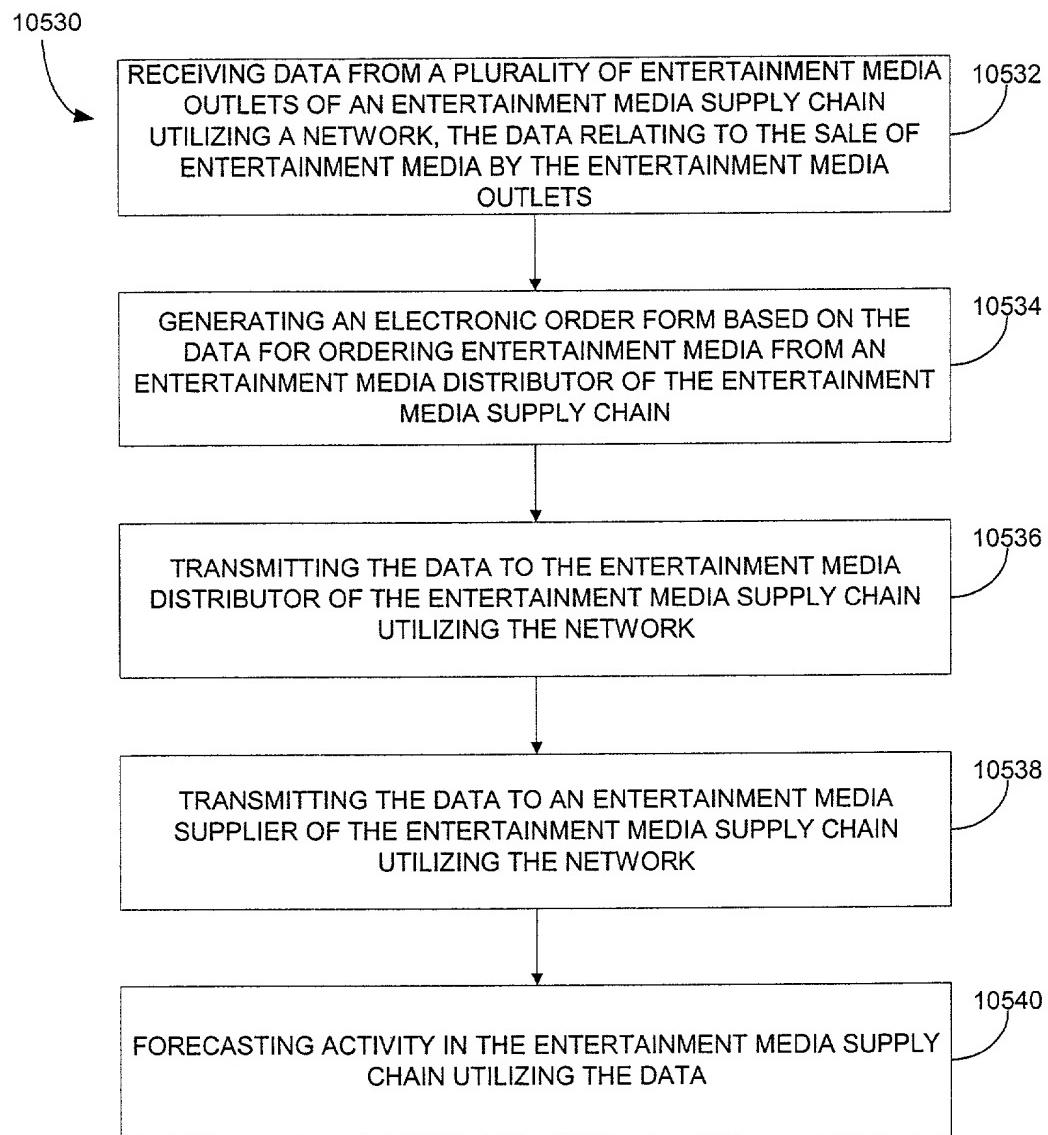


FIG. 105

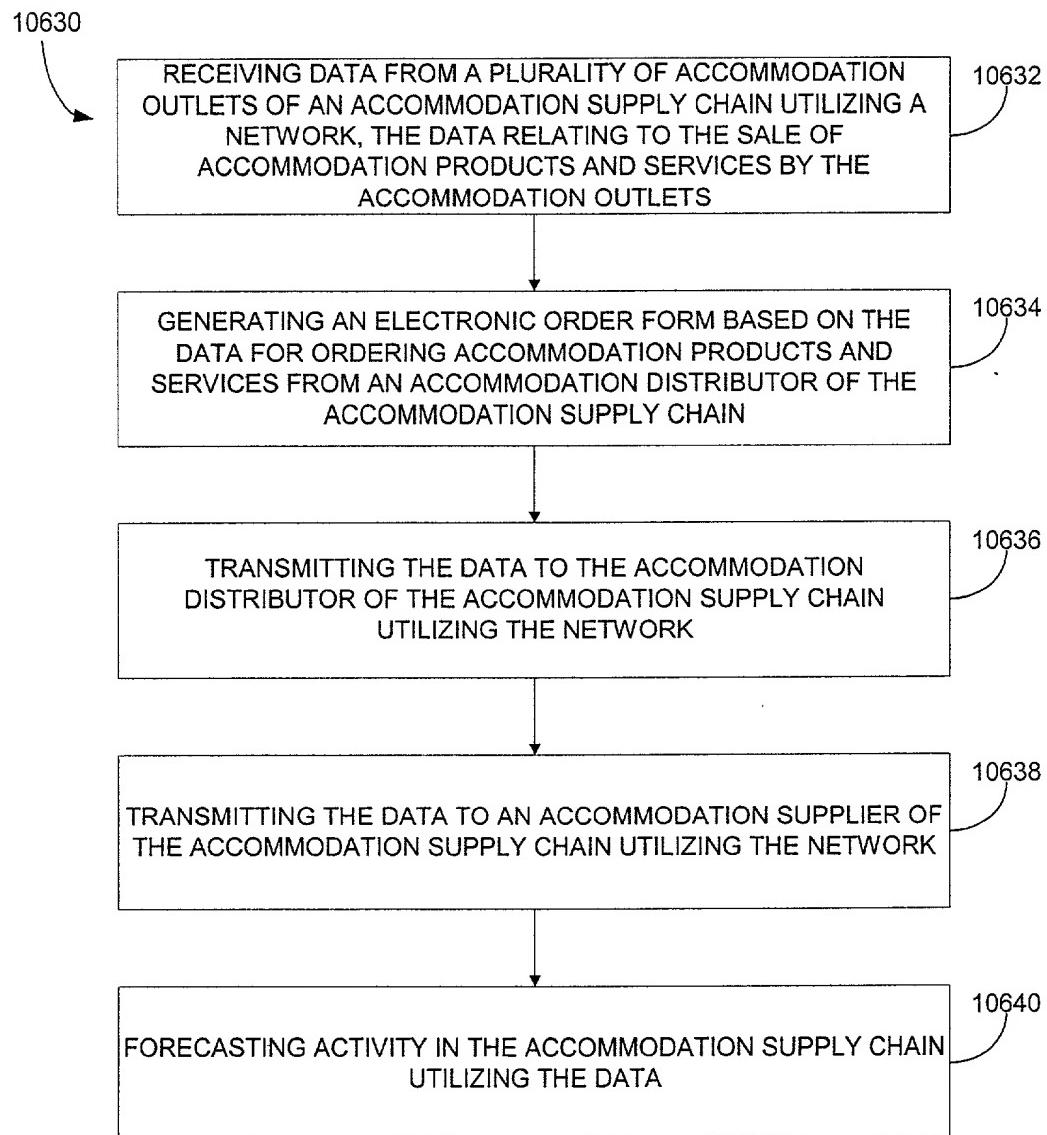


FIG. 106

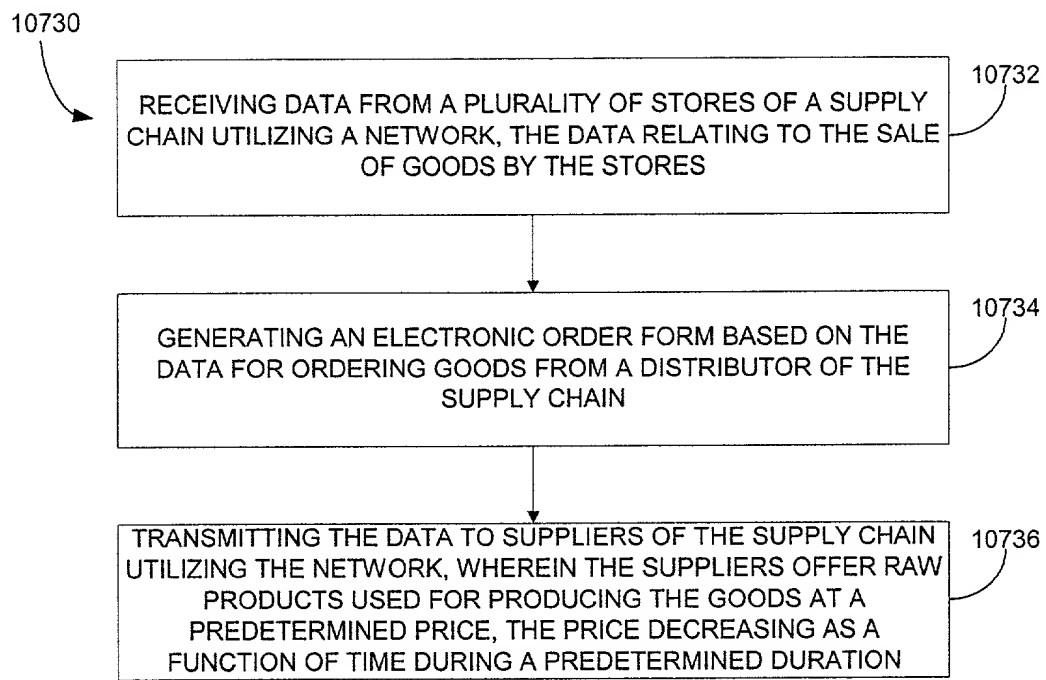


FIG. 107

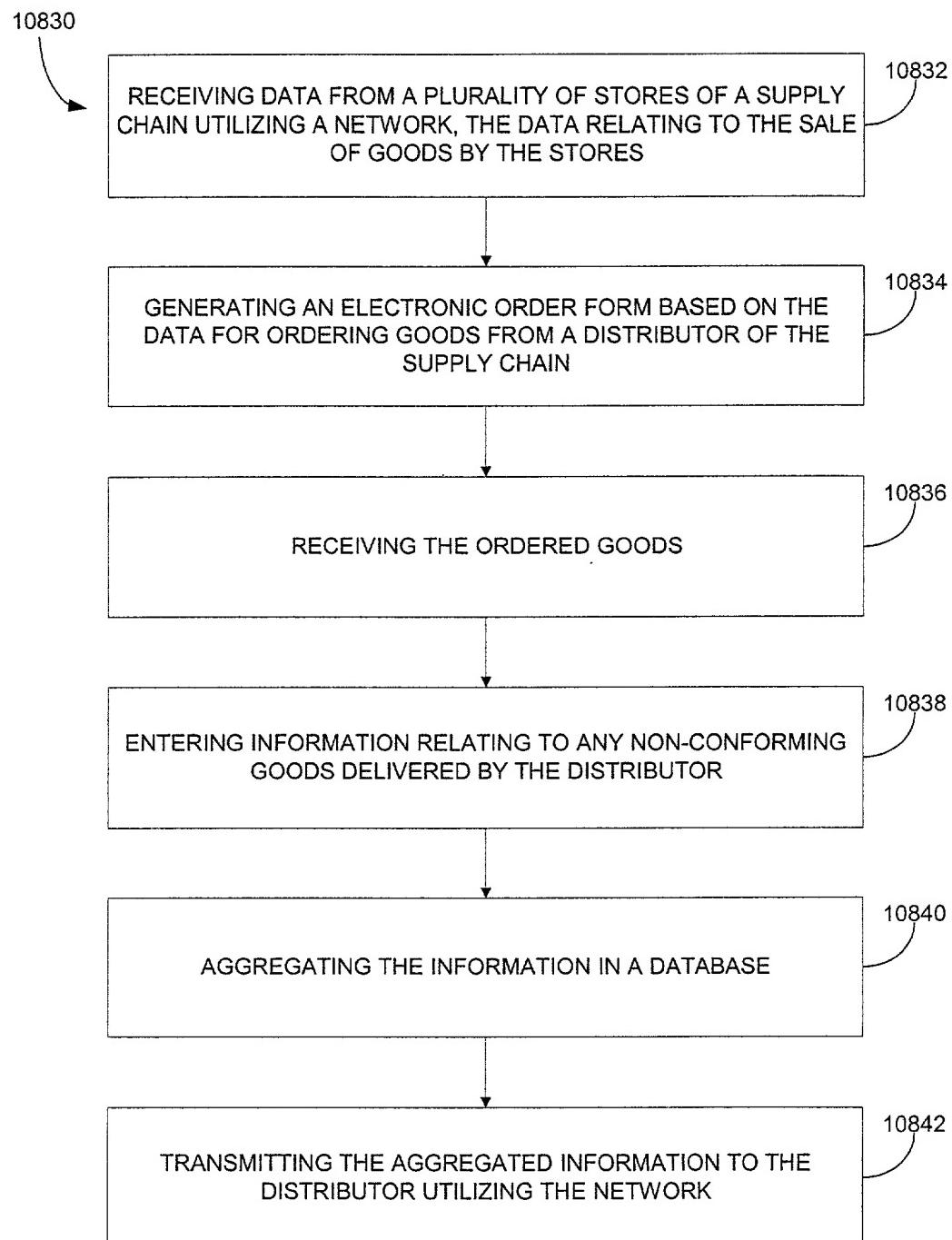


FIG. 108

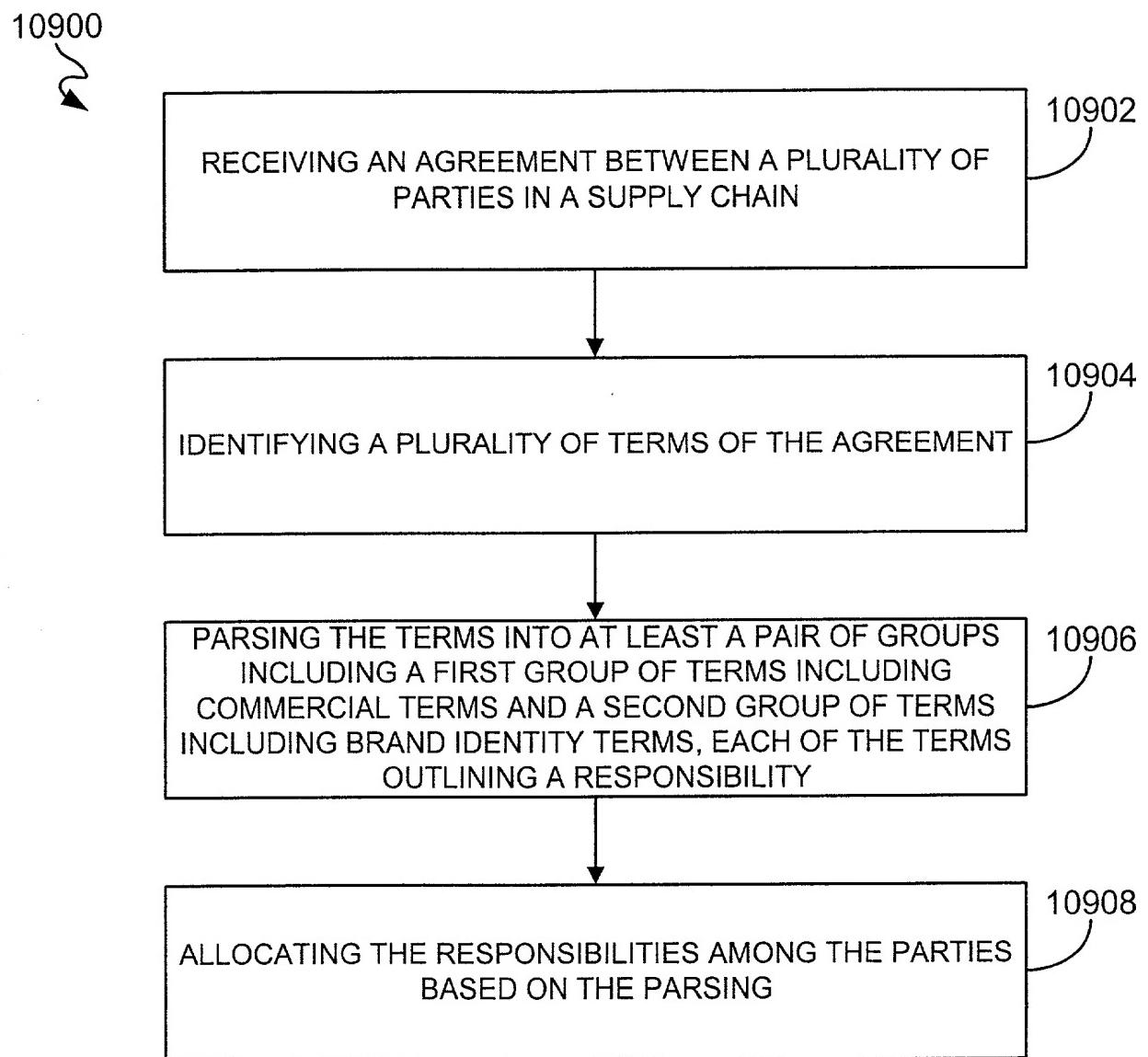


FIG. 109

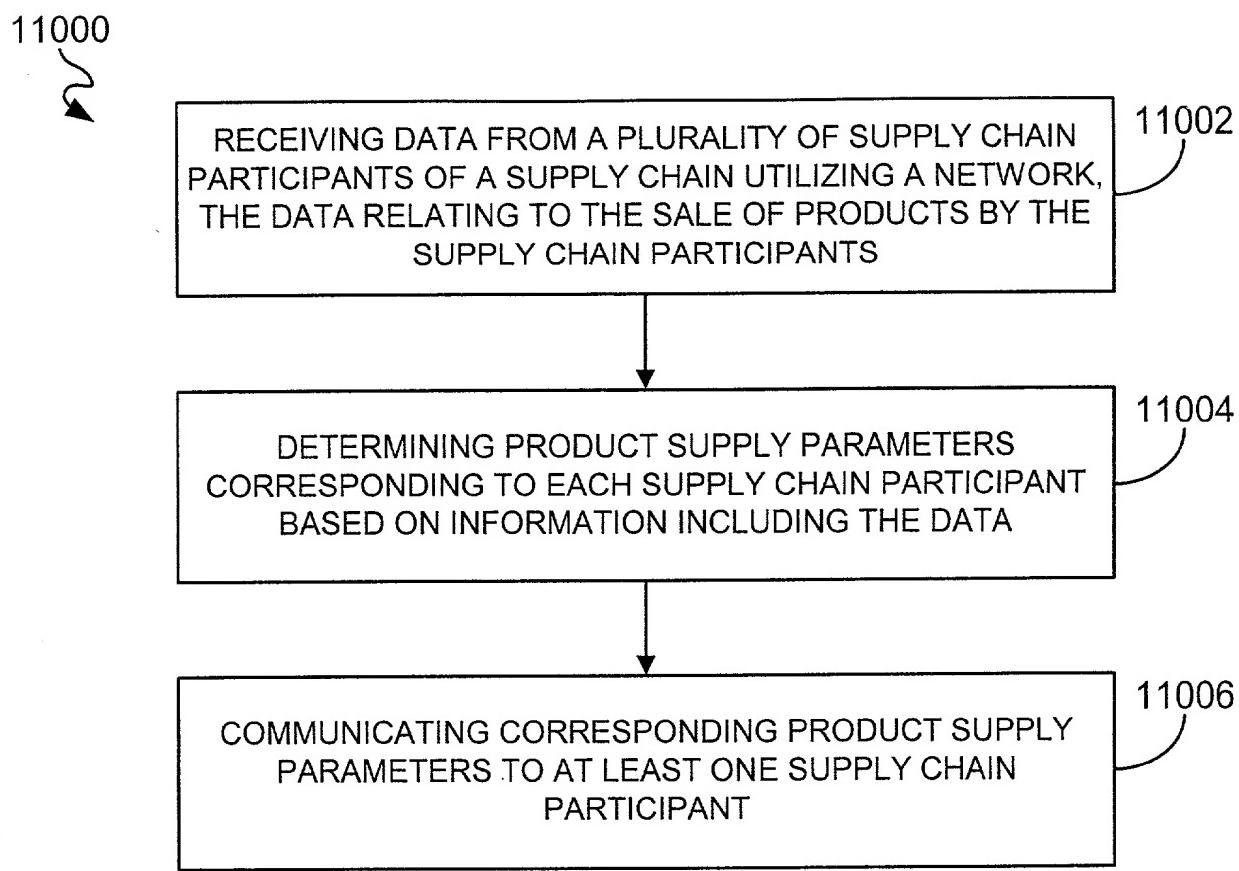


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

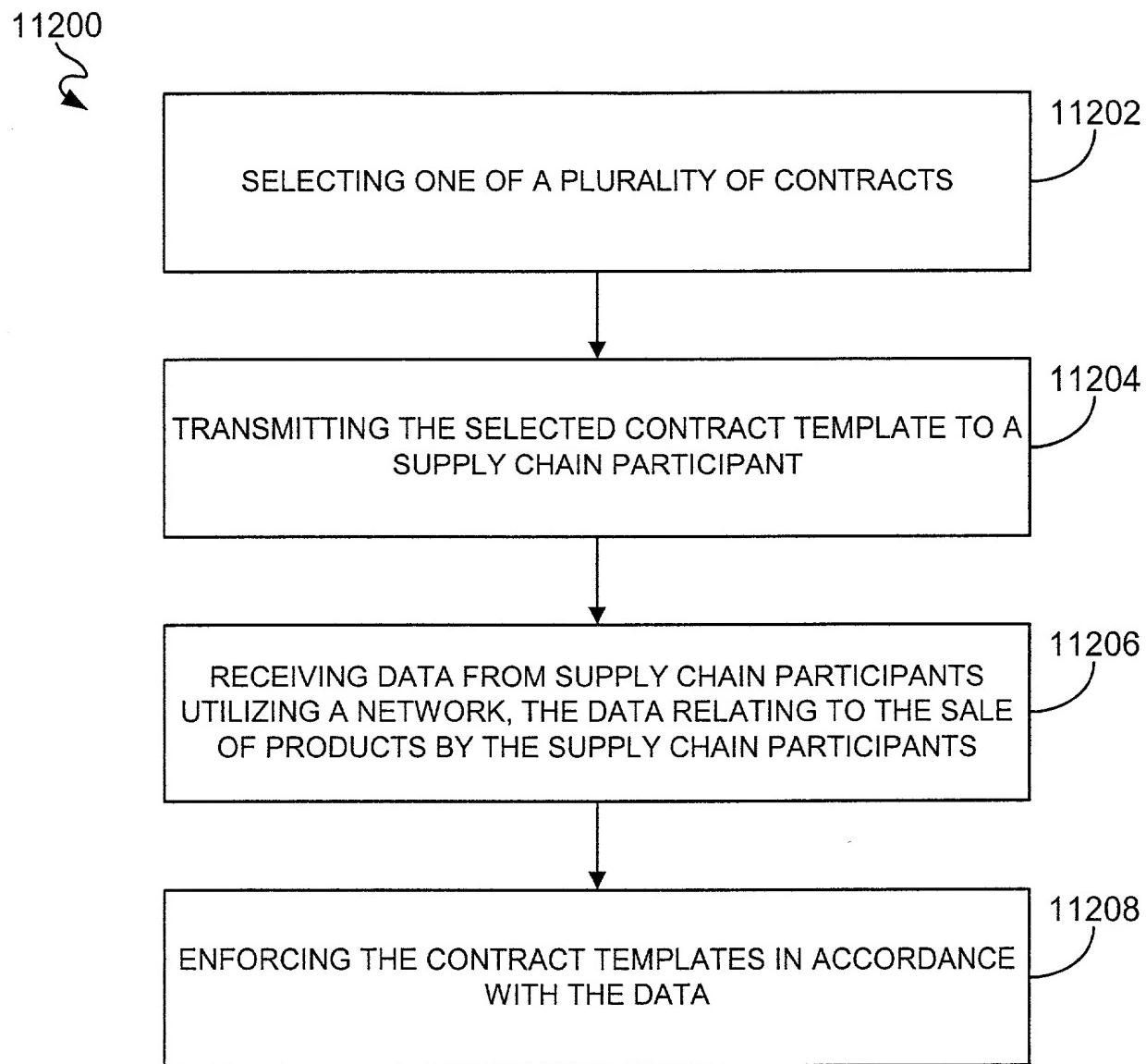


FIG. 112

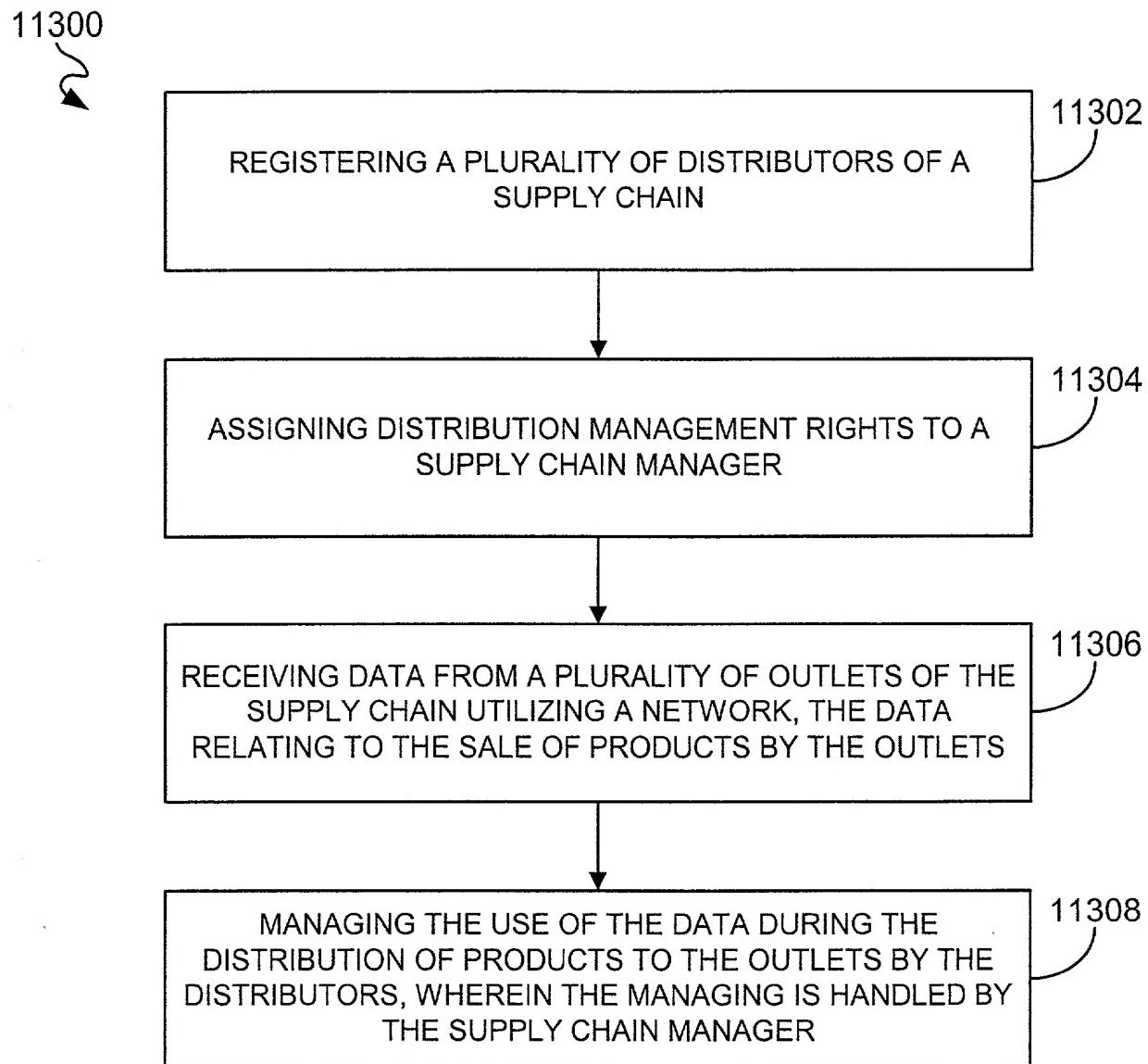


FIG. 113

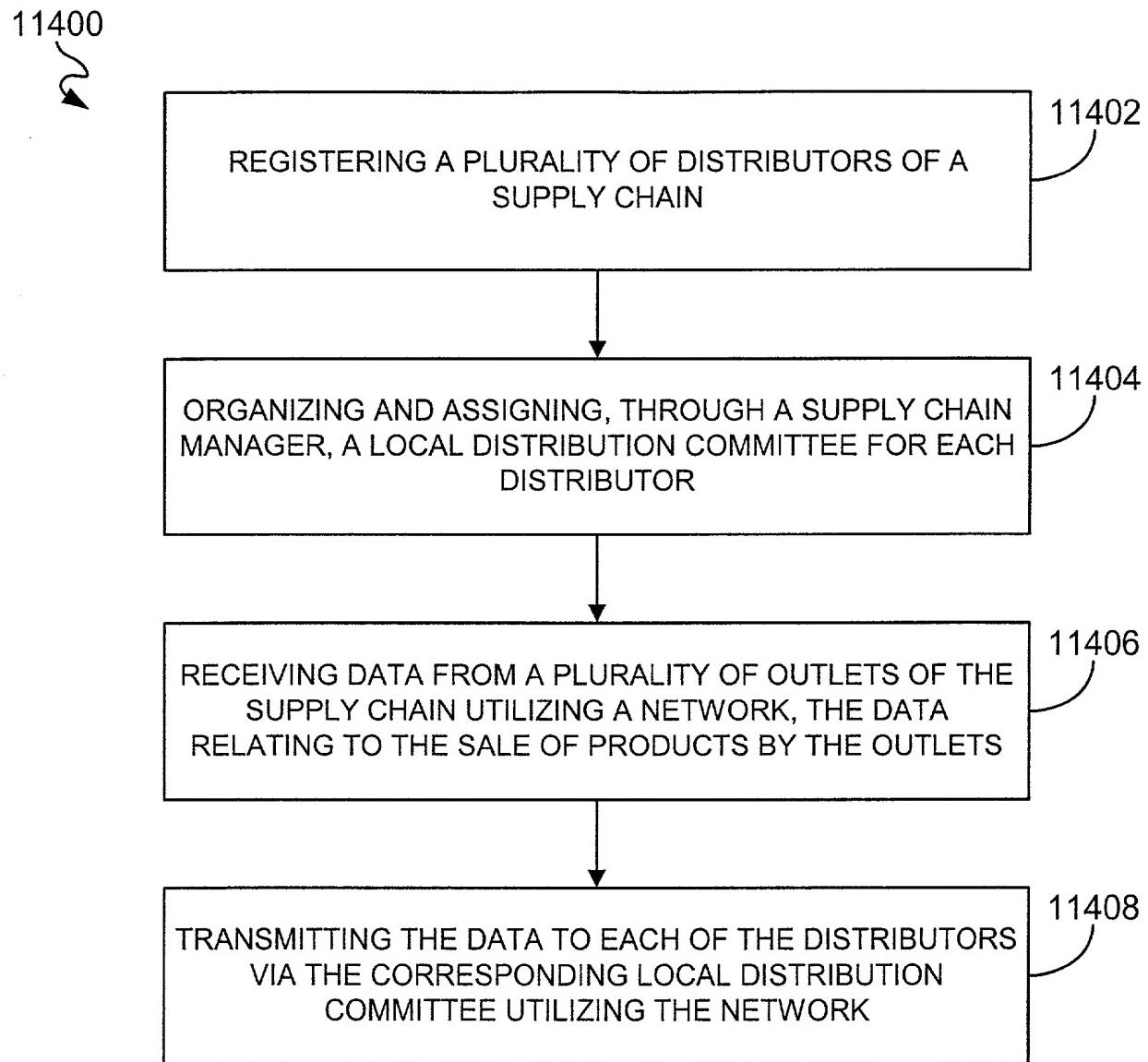


FIG. 114

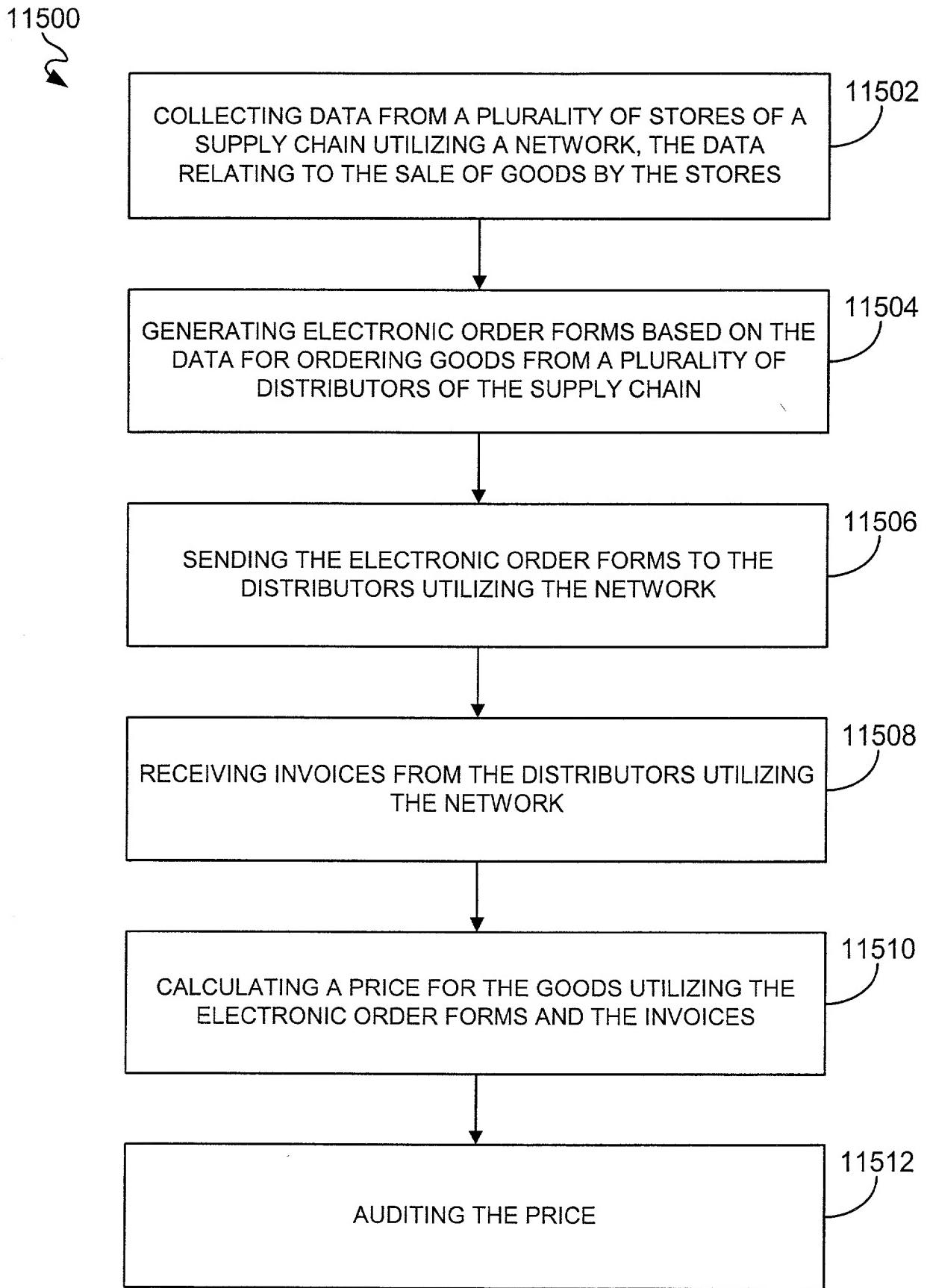


FIG. 115

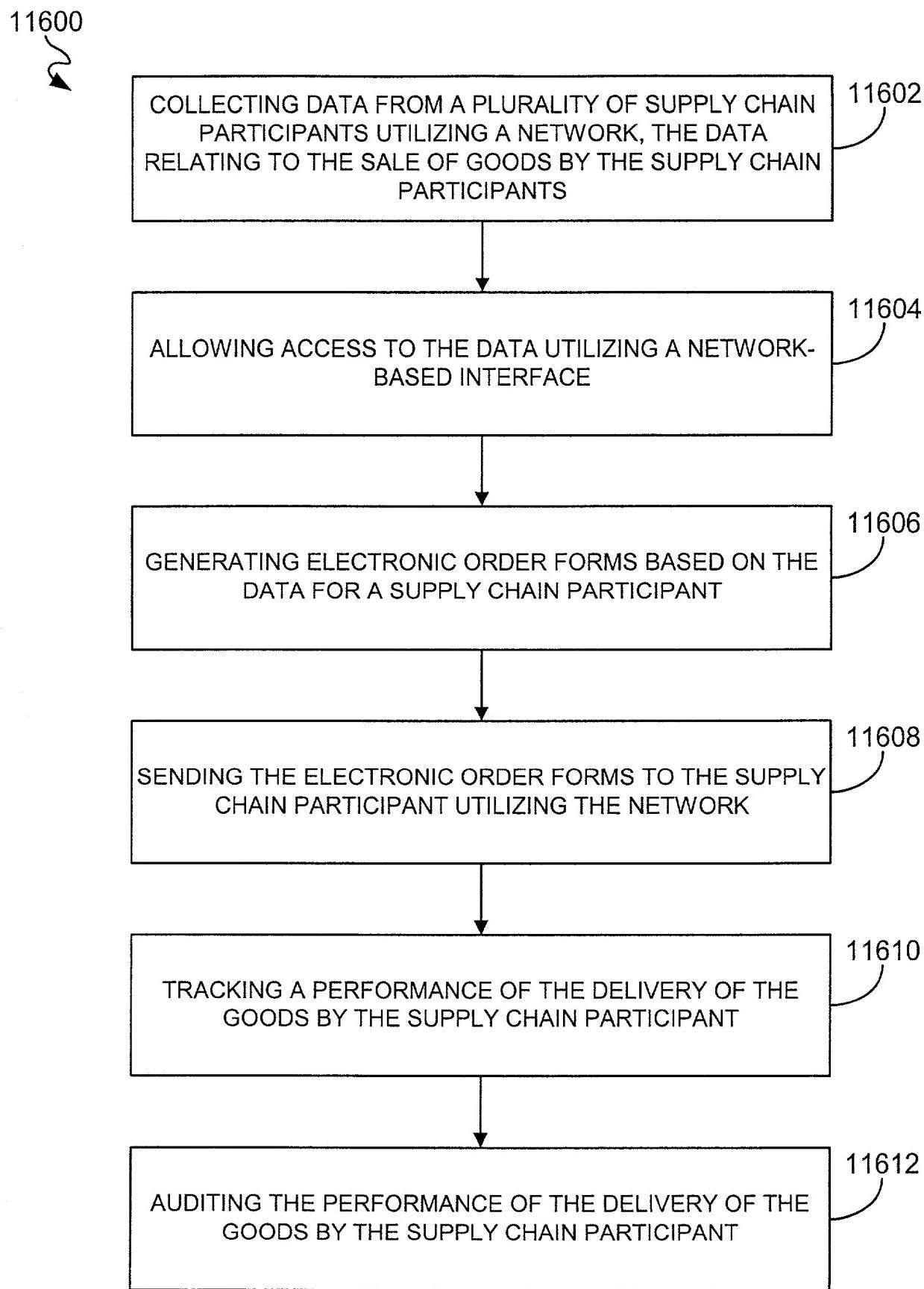


FIG. 116

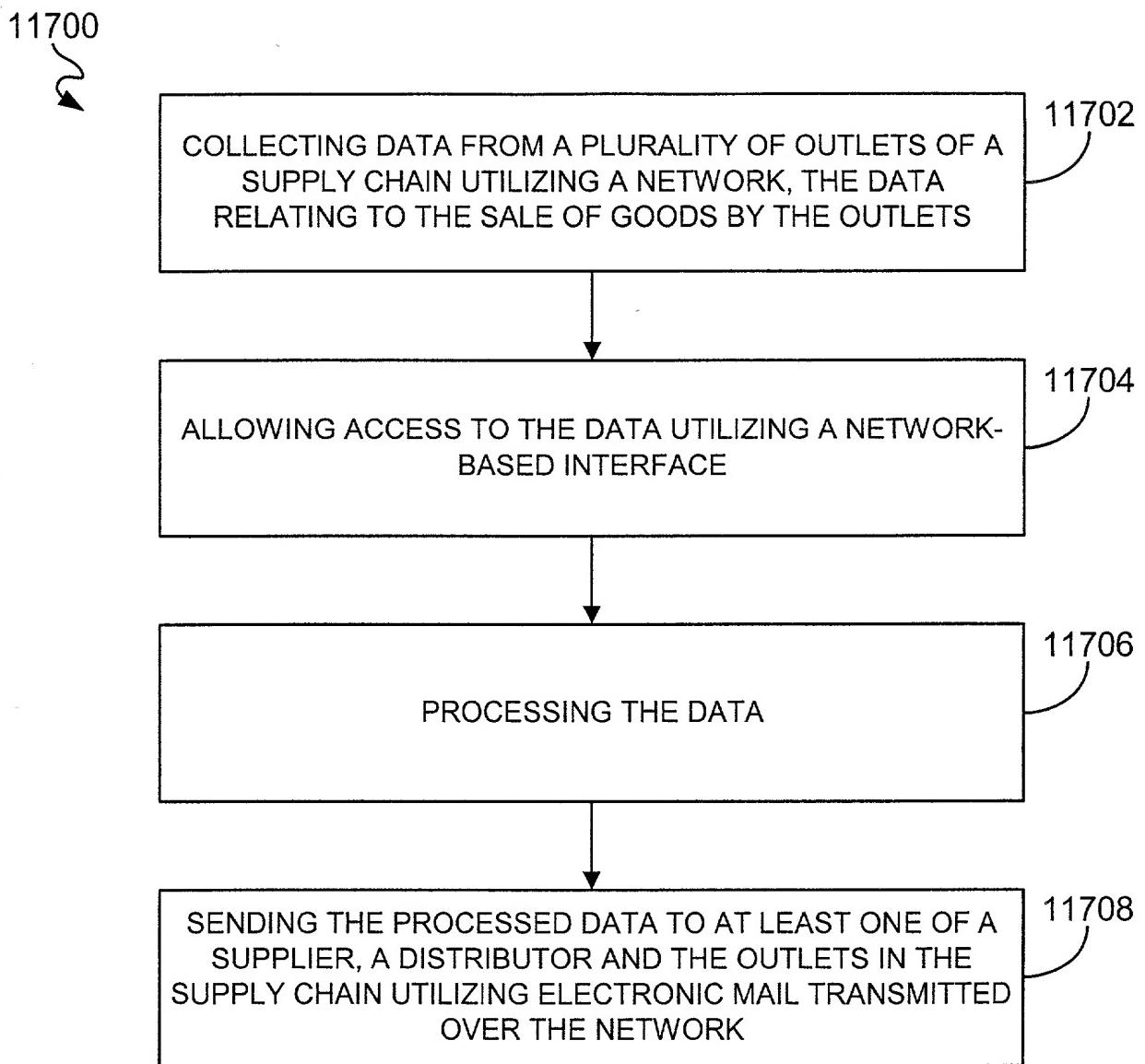


FIG. 117

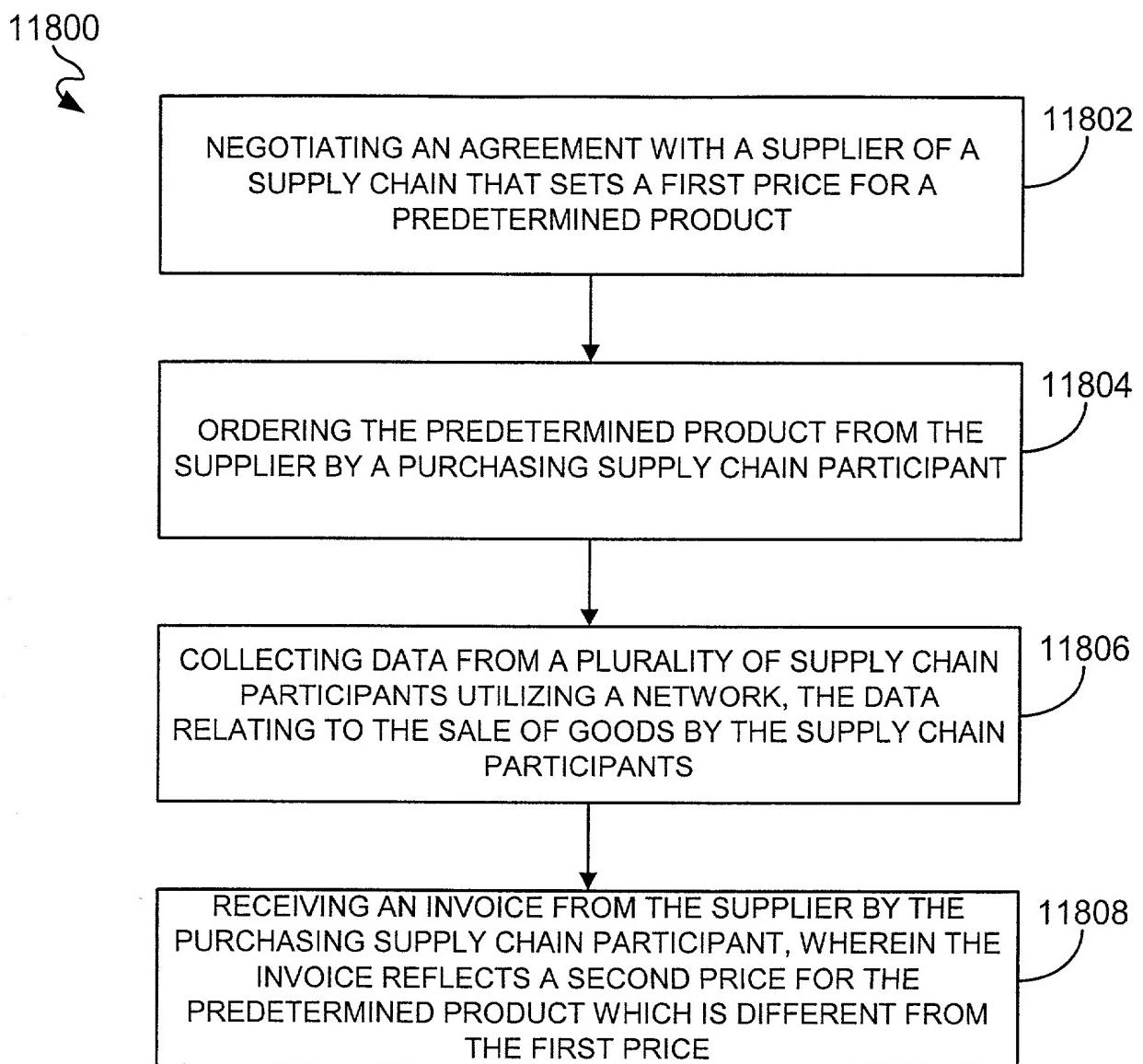


FIG. 118

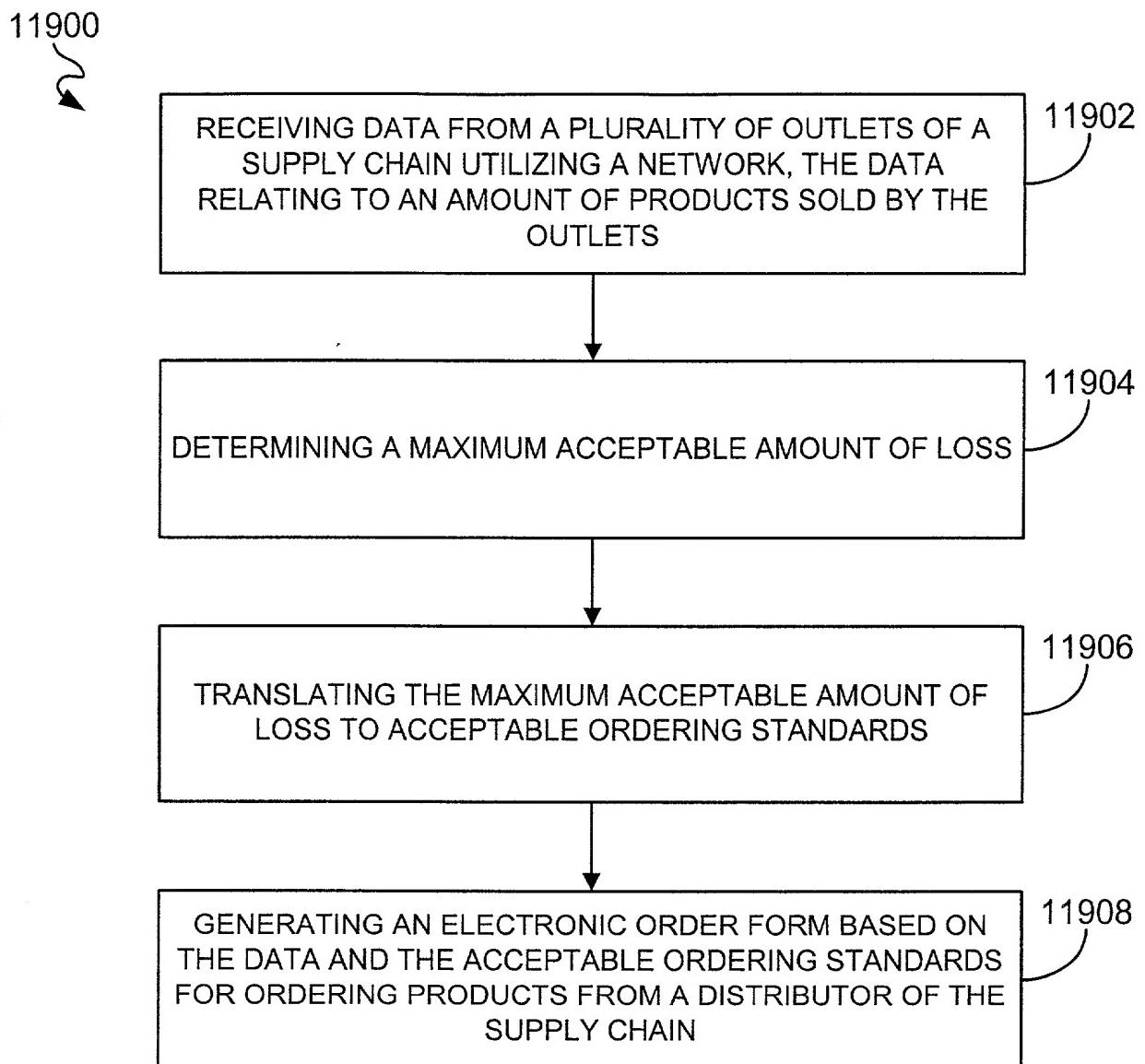


FIG. 119

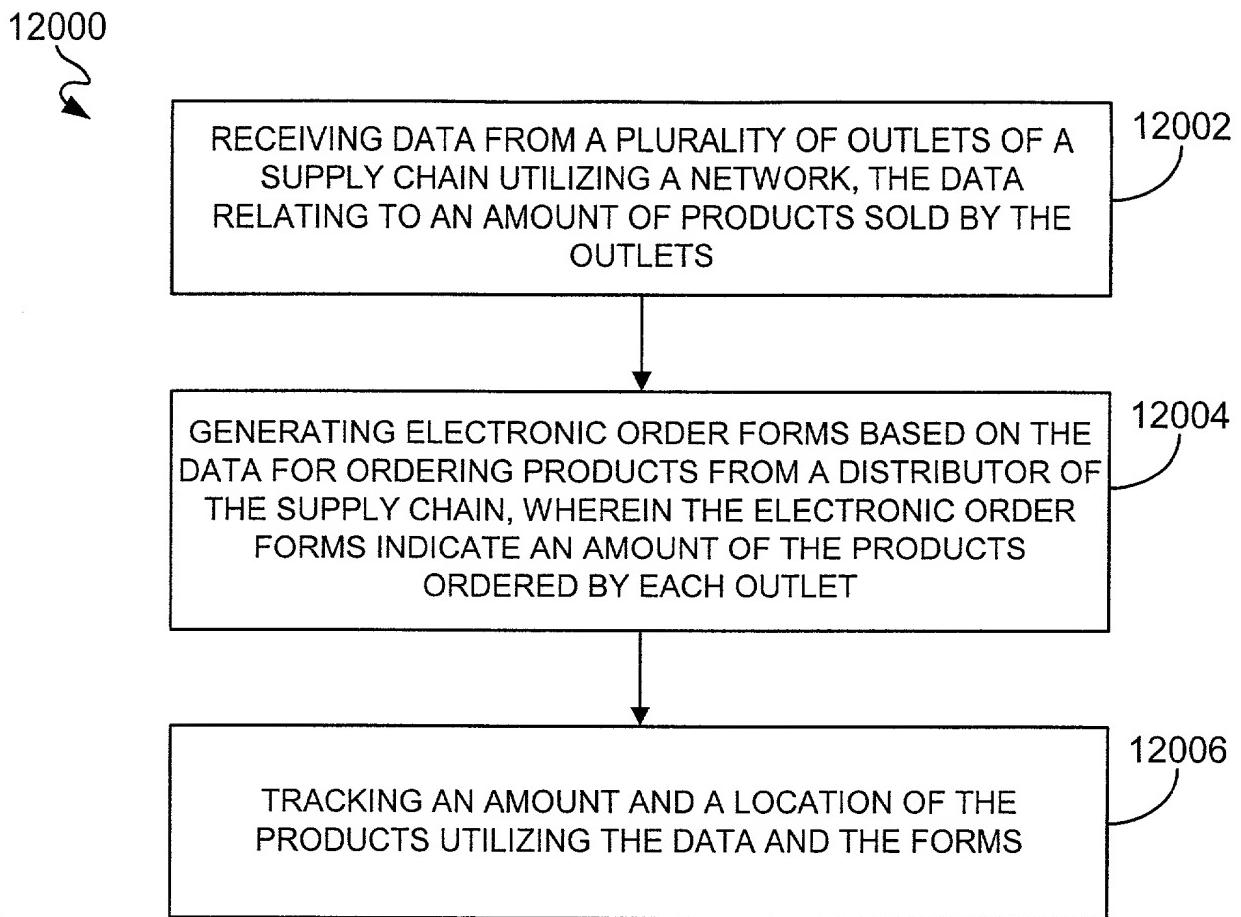


FIG. 120

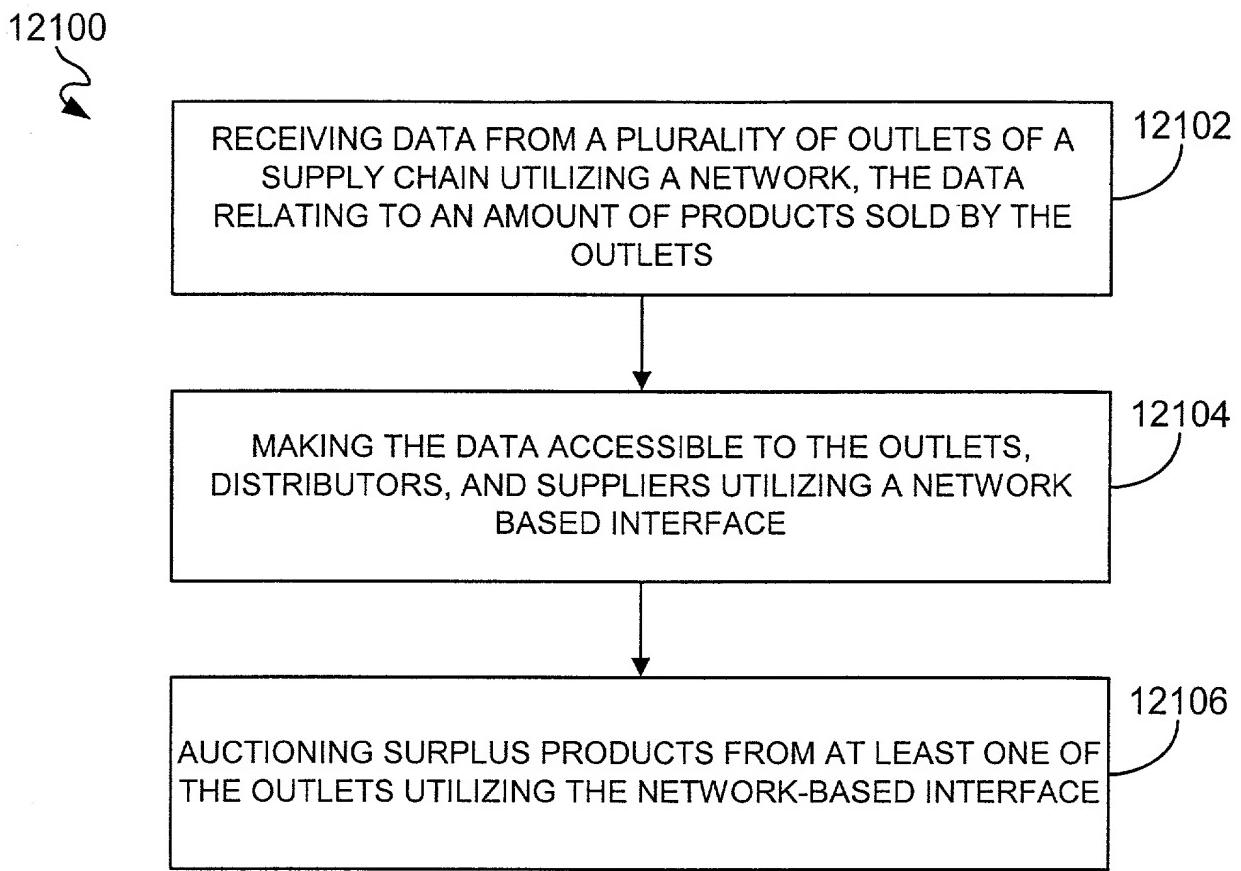


FIG. 121

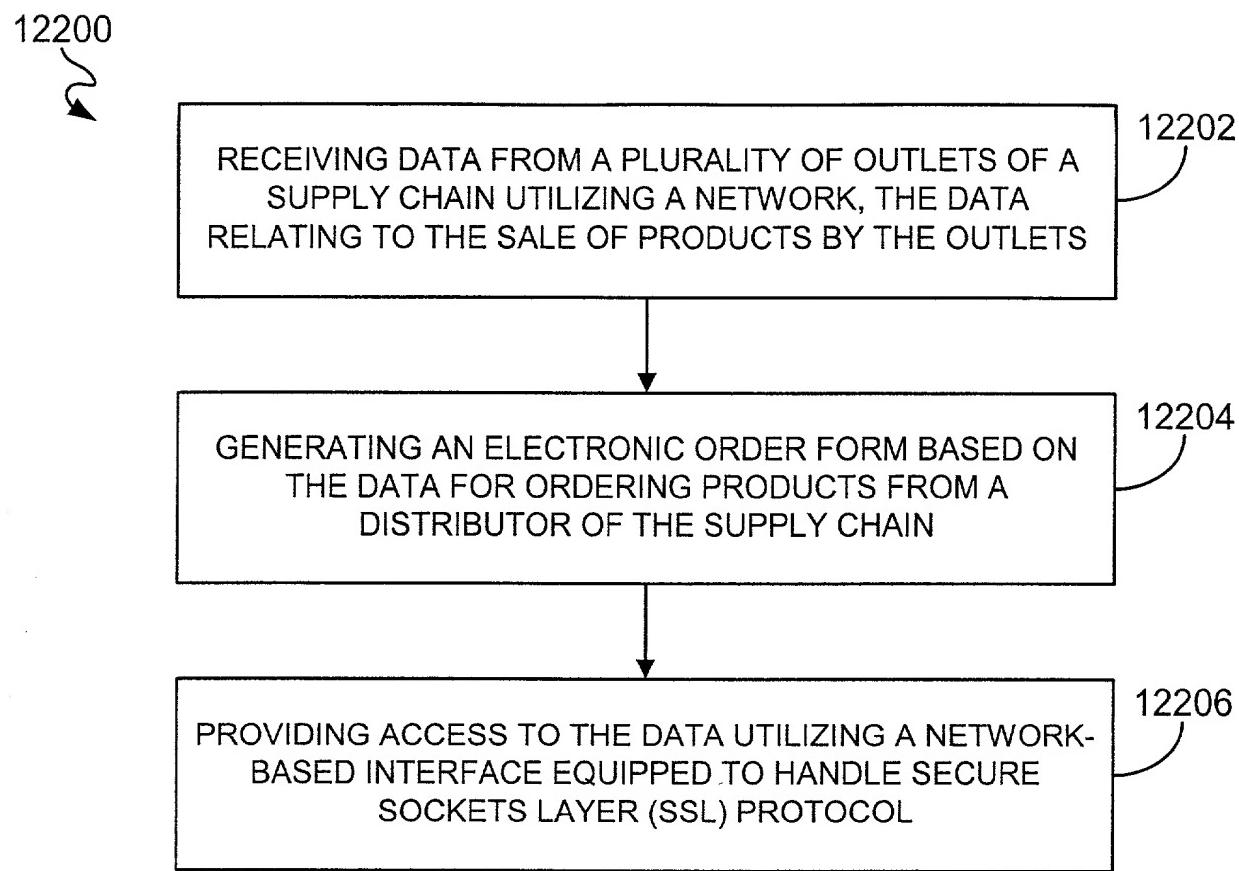


FIG. 122

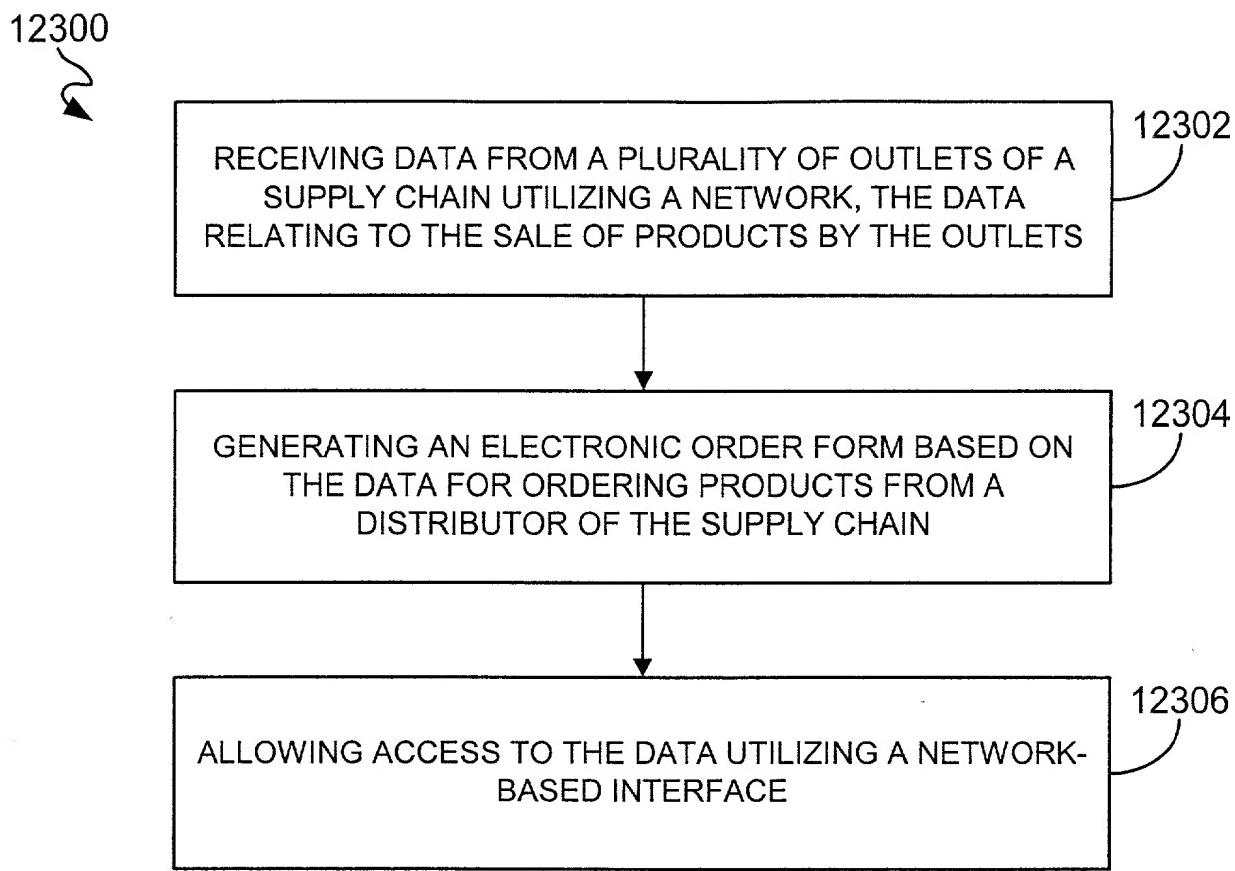


FIG. 123

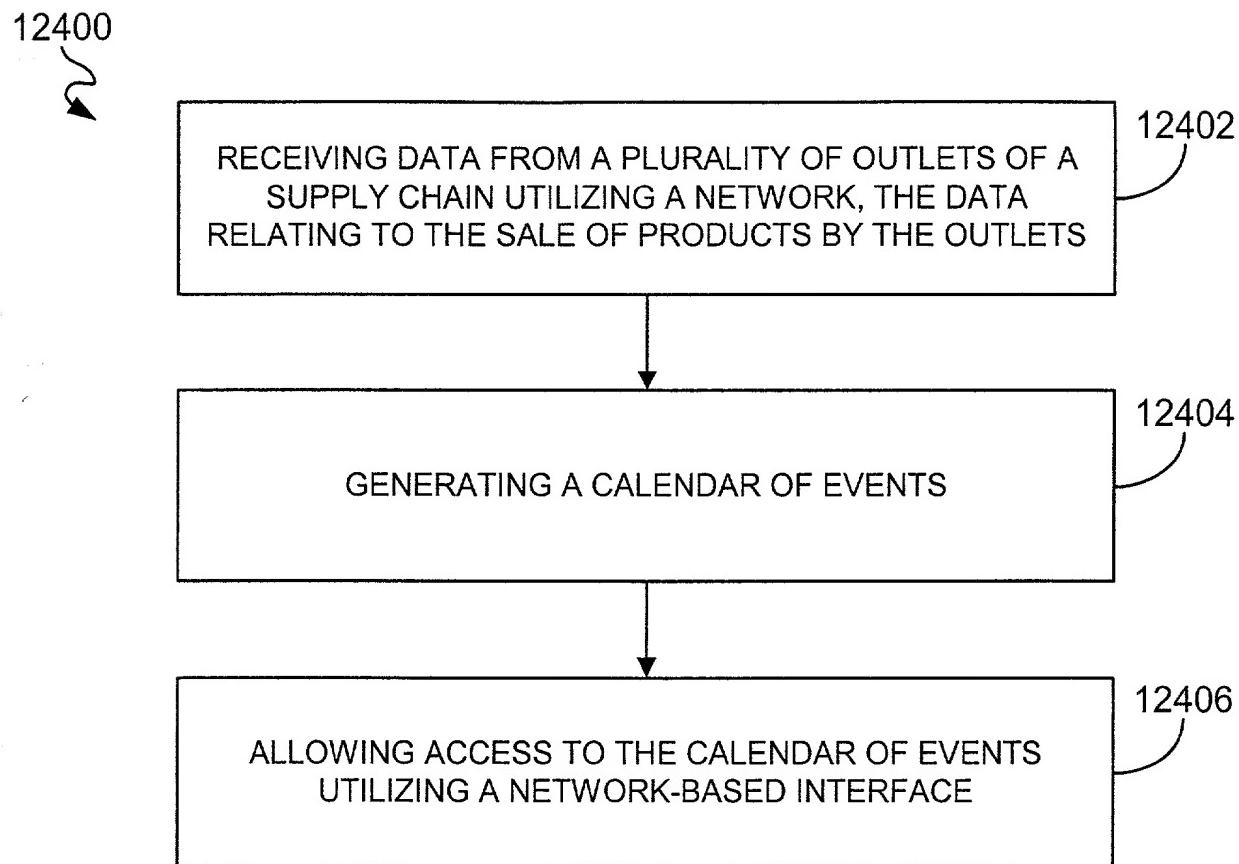


FIG. 124

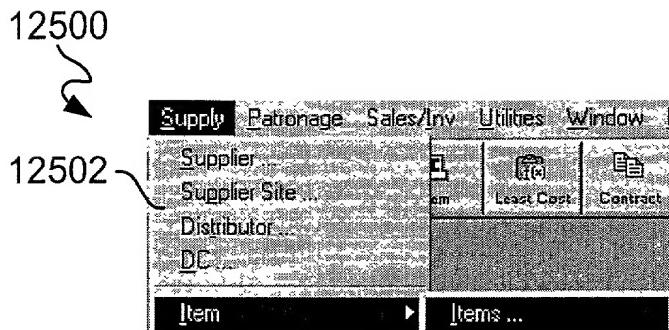


FIG. 125



FIG. 126

12700

12702

Item Desc.:
Item Number.: Status Code: Active
Product Cat Code: Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

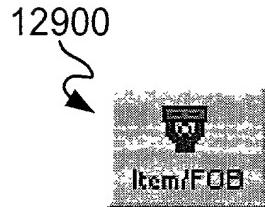


FIG. 129

Supplier Item Desc:			Item No:		
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No		Tie Qty:		
Items per Case:	5000		High Qty:		
Innerpack Contents:	51000		Cases Per Pallet:		
Item Size:			Stacking Allowed:		
Case Length:			Universal Product Code:		
Case Width:			Cases Per Truckload:	1350	
Case Depth:			Net Weight:	39.00	
Case Dimension U/M:	INCHES		Gross Weight:	39.00	
Item Cube:	0.95	CUBIC FEET	Weight U/M:	POUND(S)	
Item Shelf Life:			BarCode:		
White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier					

FIG. 130

13100

Site Information	Site Id: 17855	Site Role: FOB Shipping Point
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	
Status:	Active	<input checked="" type="checkbox"/>
	Railroad Name:	<input type="checkbox"/>
	Rail Sidings:	<input type="checkbox"/>

FIG. 132

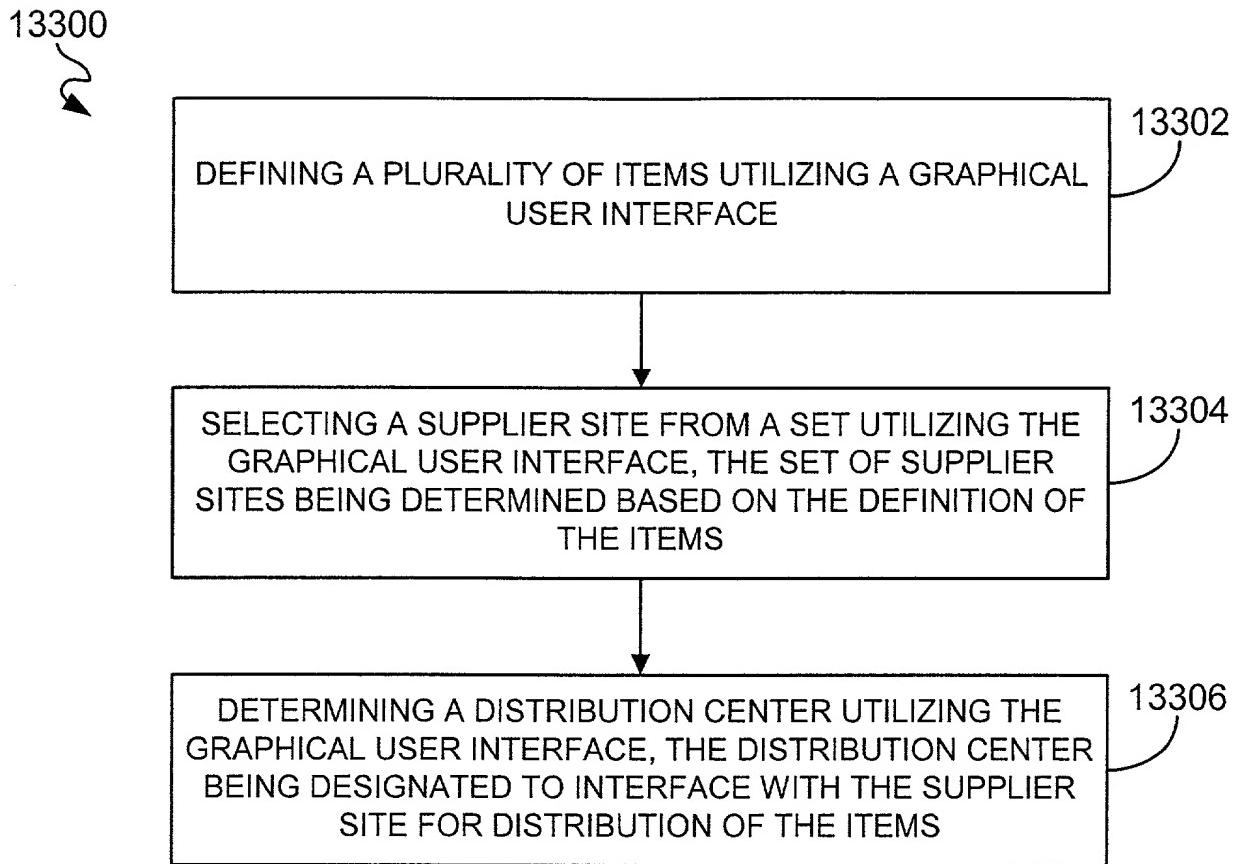


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Apply By:	Cell <input type="button" value="▼"/>				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

13700

Contr	LB	Trk	Routing
96	83,600	2.0 TL	
96	215,040	5.1 TL	

FIG. 136

FIG. 137

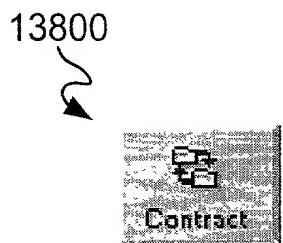


FIG. 138

Min Ord	UM	Slip	Deliv
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

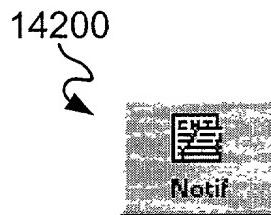


FIG. 142

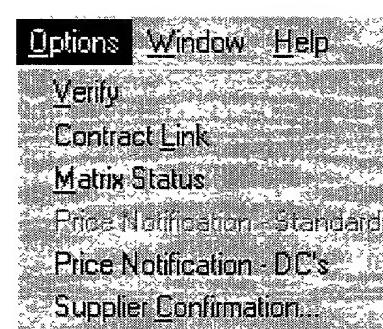


FIG. 141



FIG. 143

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

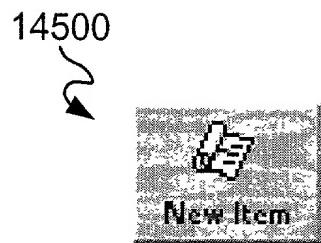


FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh
Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 03/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

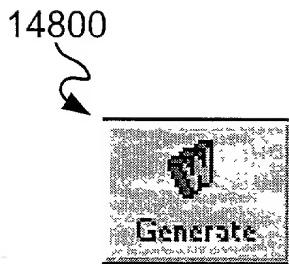


FIG. 148

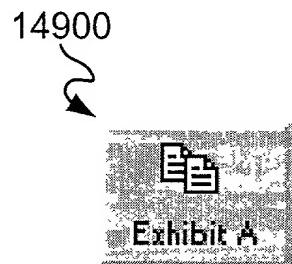


FIG. 149

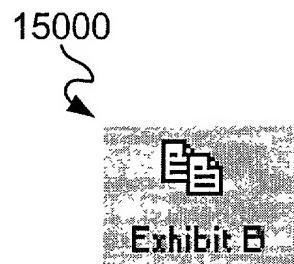


FIG. 150

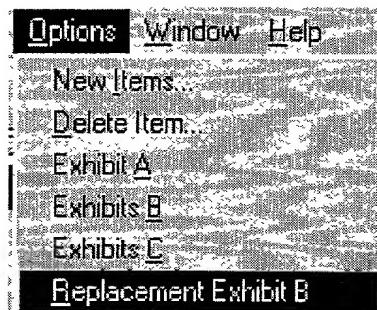
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		
BEEF WHOPPER JR 2.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		

FIG. 151

15200



15300



FIG. 153

FIG. 152

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

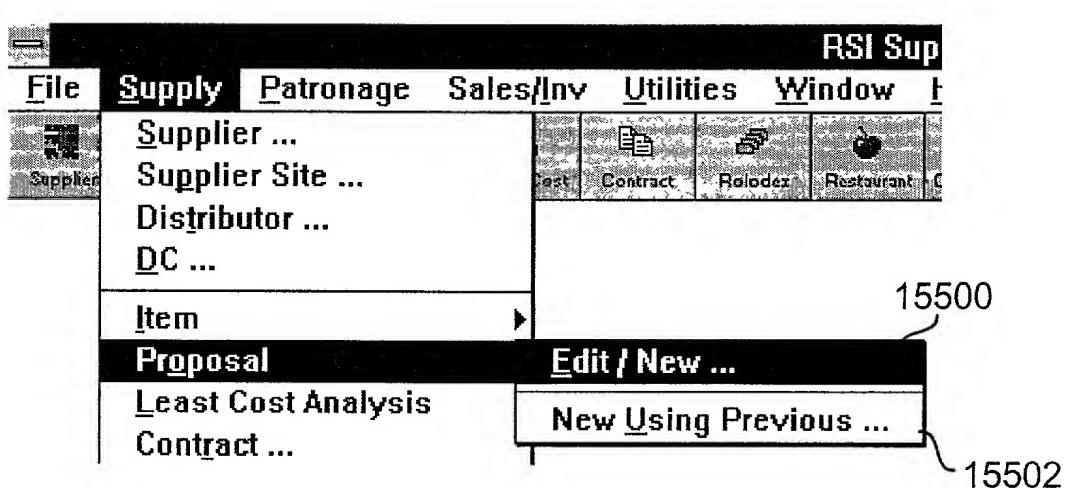


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Proposal Information

Proposal ID:	1021	Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

Item Description

LID-HOT 12/16 OZ (DRY)

LID-HOT 8 OZ (DRY)

2 Rows Selected

<>

>>

<<

<>

FIG. 158

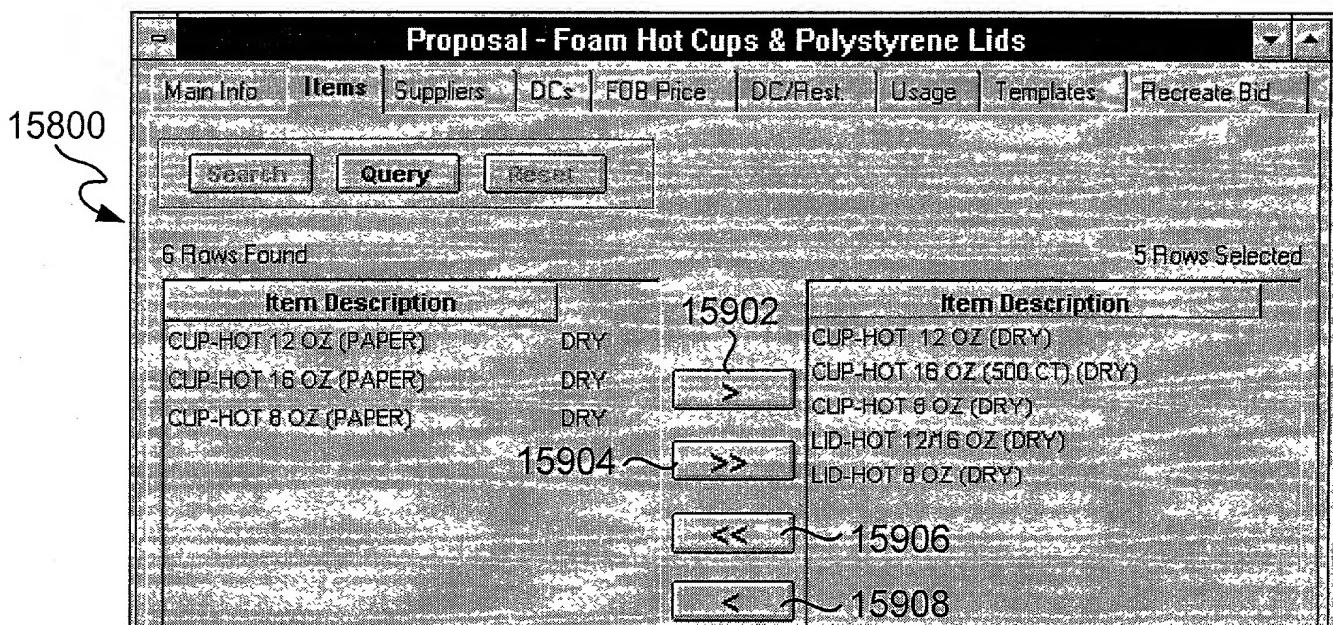


FIG. 159

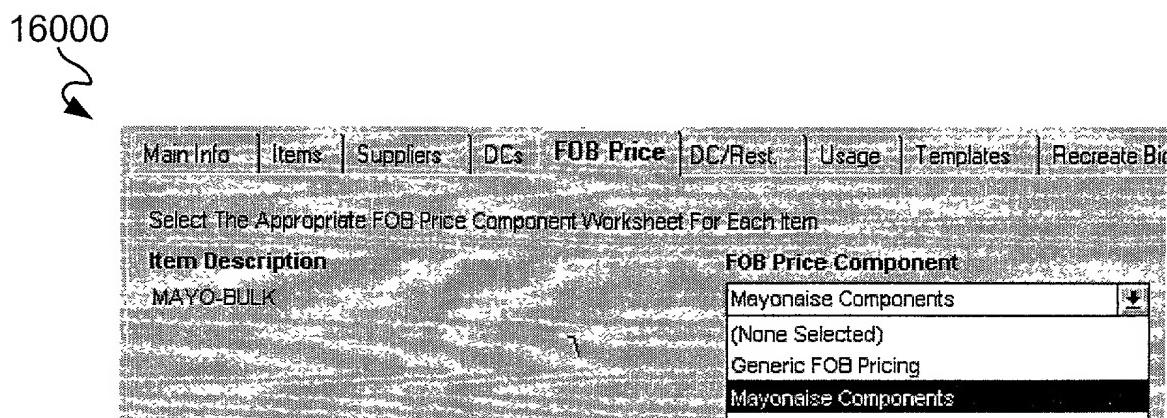


FIG. 160

16100



Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	52	1.28	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

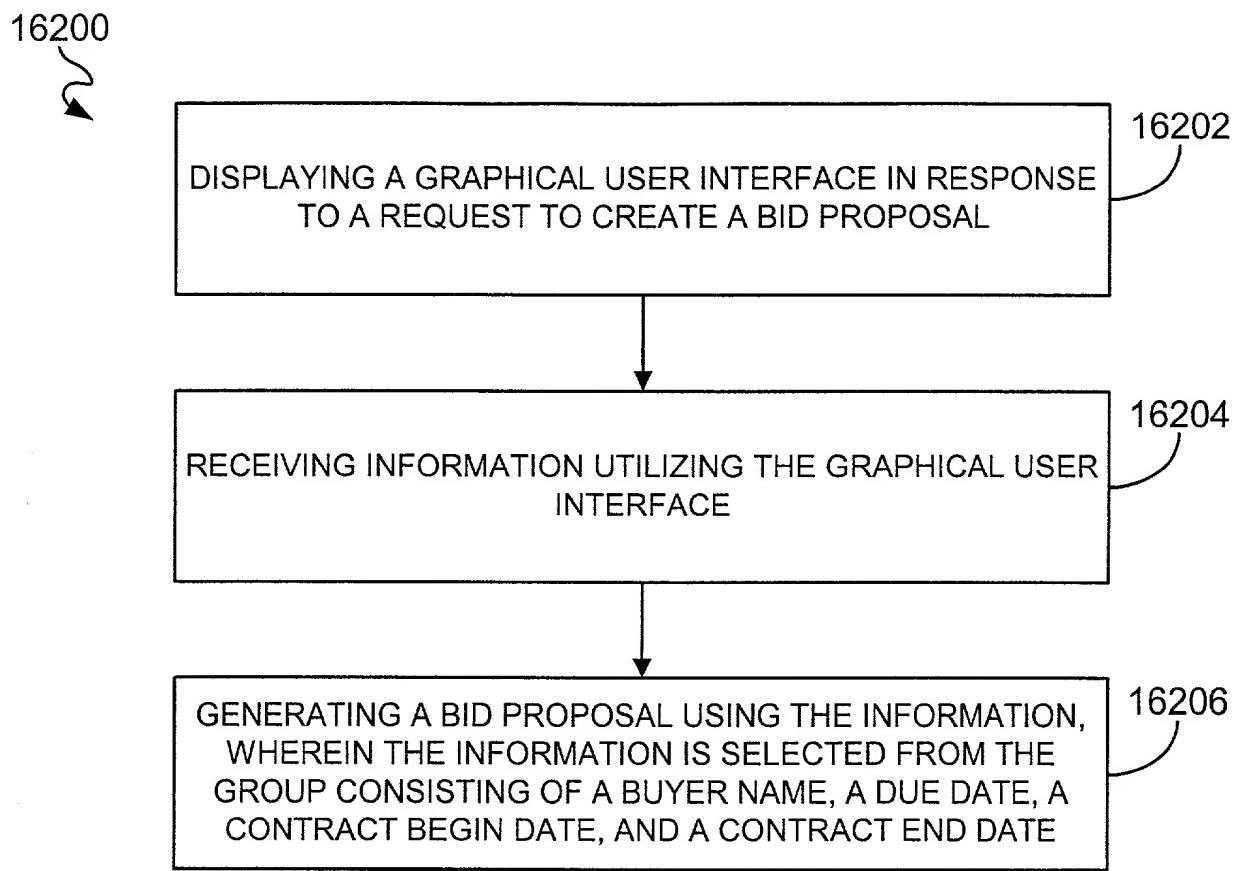


FIG. 162



FIG. 163

16400

A screenshot of a software interface, similar to FIG. 163, showing a toolbar with 'Templates' and 'Create Bid' buttons. A black arrow points from the number '16400' above the toolbar down towards the 'Templates' button.

Report Name	Supply	MS	Editable
	Word		Y/N
Bid Proposal Cover Letter			N
General Terms and Conditions			N
Usage Estimates			N
Supplier Facility Worksheets			N
Item Information Worksheets			N
Sample Supply Agreement			N
BK Specification Request			N
FOB Price Component			N
Truckload Freight Worksheet			N
LTL Freight Worksheet			N

FIG. 164

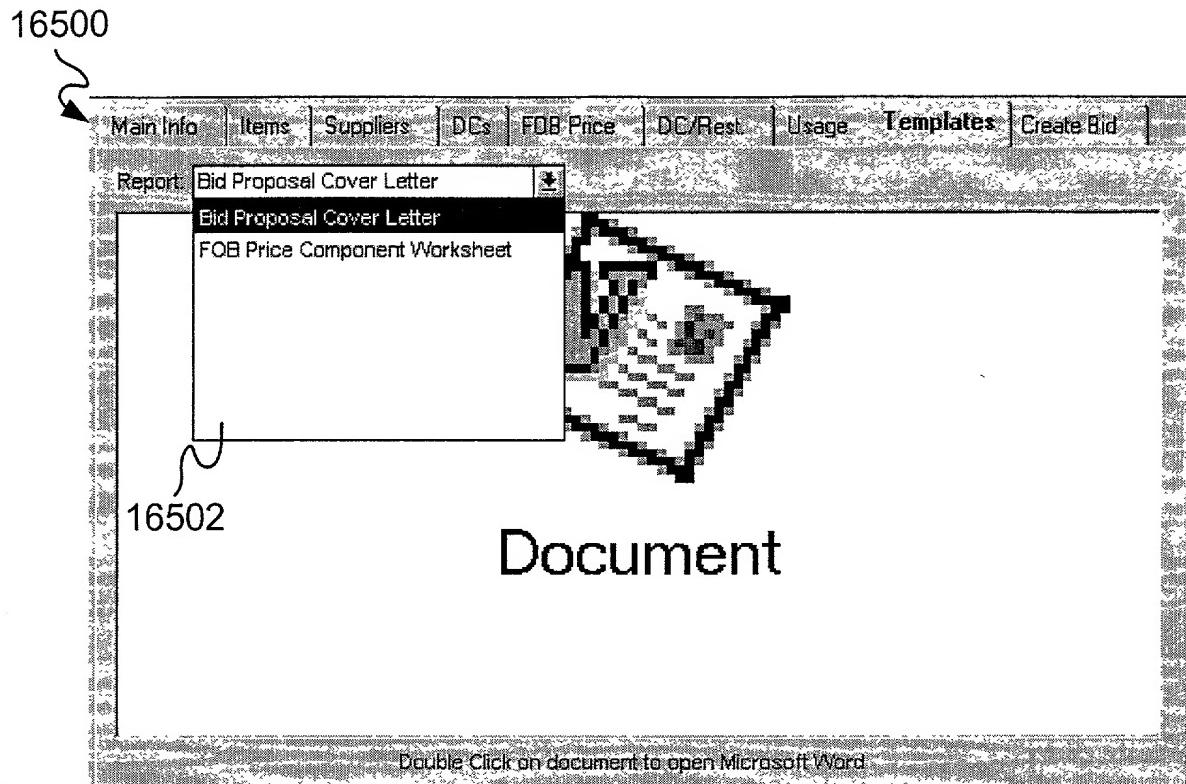


FIG. 165

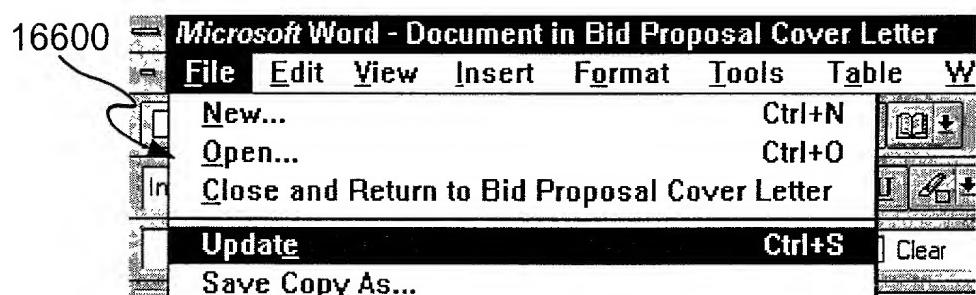


FIG. 166

16700

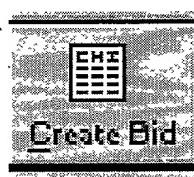
Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Item Information Worksheet <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
Sample Supply Agreement <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
RK Specification Request <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet will be printed by system if necessary	
Truckload Freight Worksheet <input checked="" type="checkbox"/>	
LTL Freight Worksheet <input checked="" type="checkbox"/>	

FIG. 167

16800



16900

FIG. 168

Report	Item Information Worksheet	Supplier (all)
7/2/97	Item Information Worksheet	Restaurant Services, Inc.
	Bid Proposal Cover Letter	Item Information Worksheet
	FOB Price Component Worksheet	
	General Terms & Conditions	
	Item Information Worksheet	
	LTL Freight Worksheet	
	Sample Supply Agreement	
	Supplier Facility Worksheet	

FIG. 169

17000

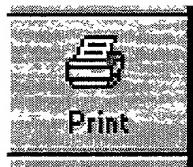


FIG. 170

17100

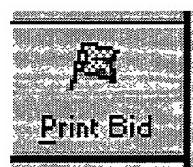


FIG. 171

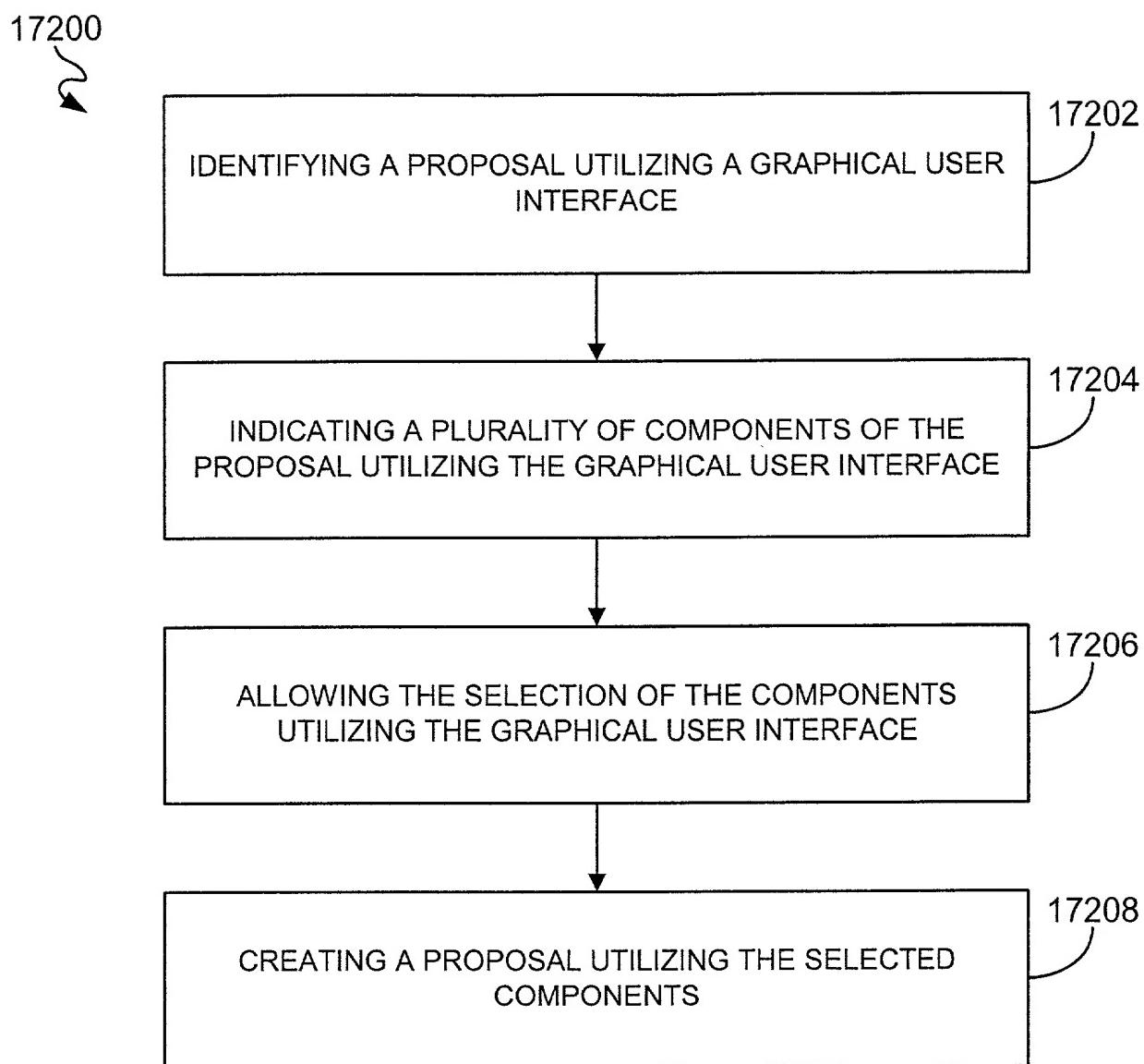


FIG. 172

17300



FIG. 173

17400

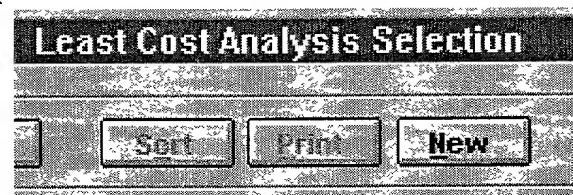


FIG. 174

17500

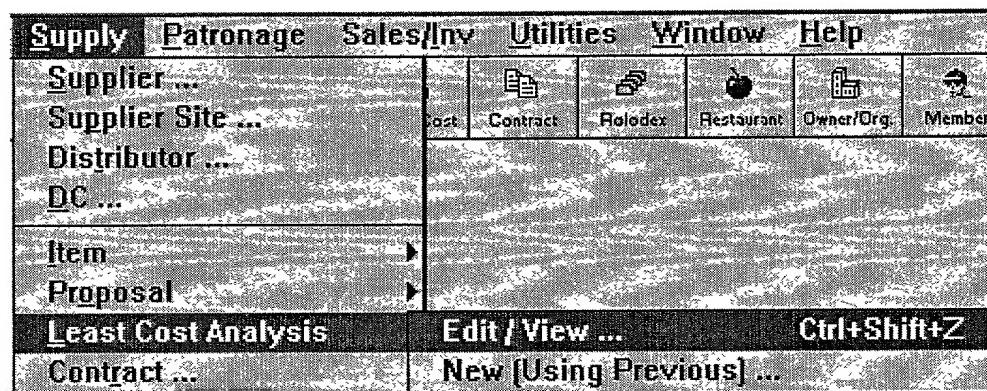


FIG. 175

17600

Bid Proposal Name:	(None)
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

FIG. 176

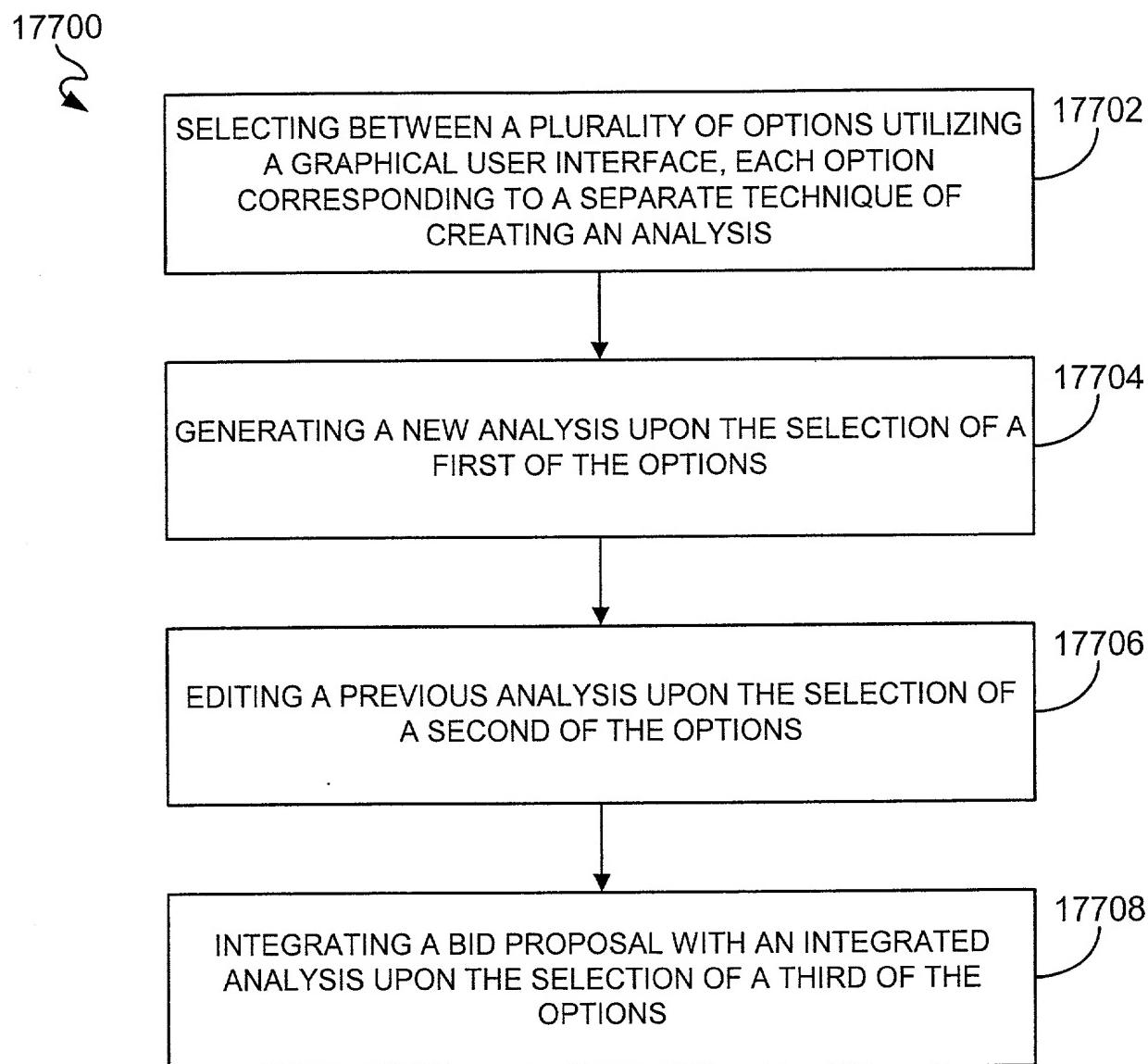


FIG. 177

17800

Analysis Name: Flash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 03/01/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
What is the max # of FOB points to allocate to each DC? One FOB
What is pricing method for this version? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

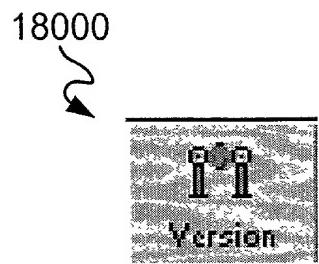


FIG. 180

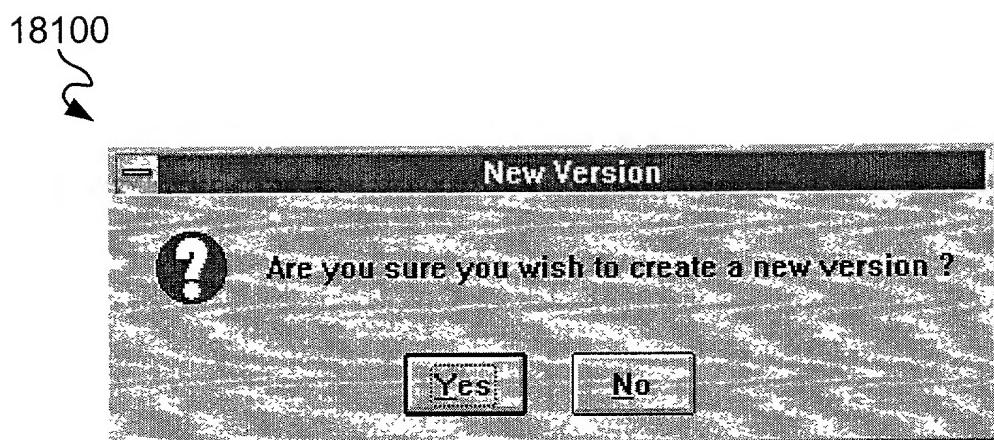


FIG. 181

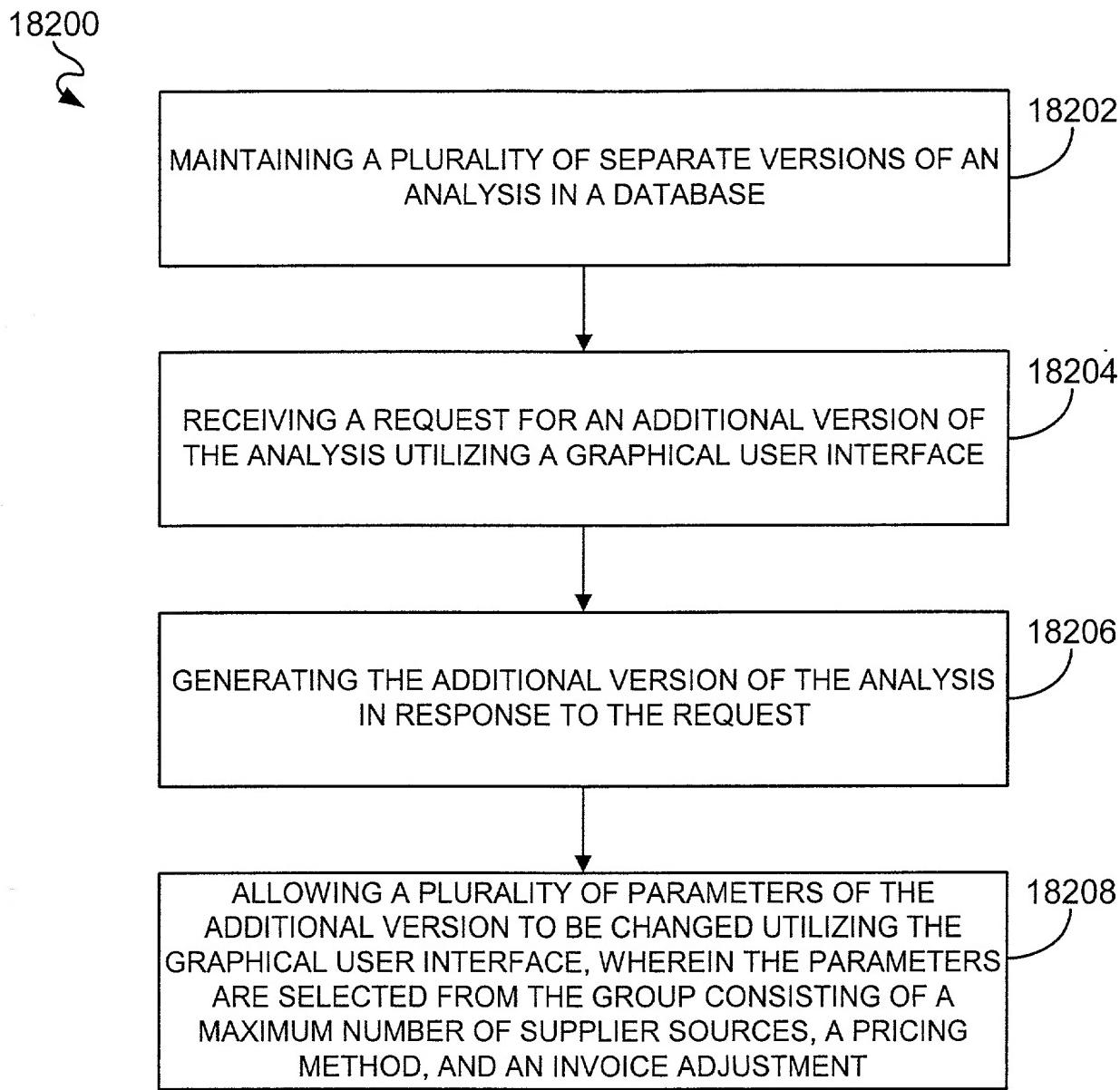


FIG. 182

18300



Supplier FOB	Supplier FOB
DOP	DOPACO-DOMINNTOWN, PA
	DOPACO-KINSTON, NC
	DOPACO-ST. CHARLES, IL
	DOPACO-STOCKTON, CA
	IMPERIAL BONDWARE-SHELBYVILLE, TN

Query Values

Search Query Reset

7 Rows Selected

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

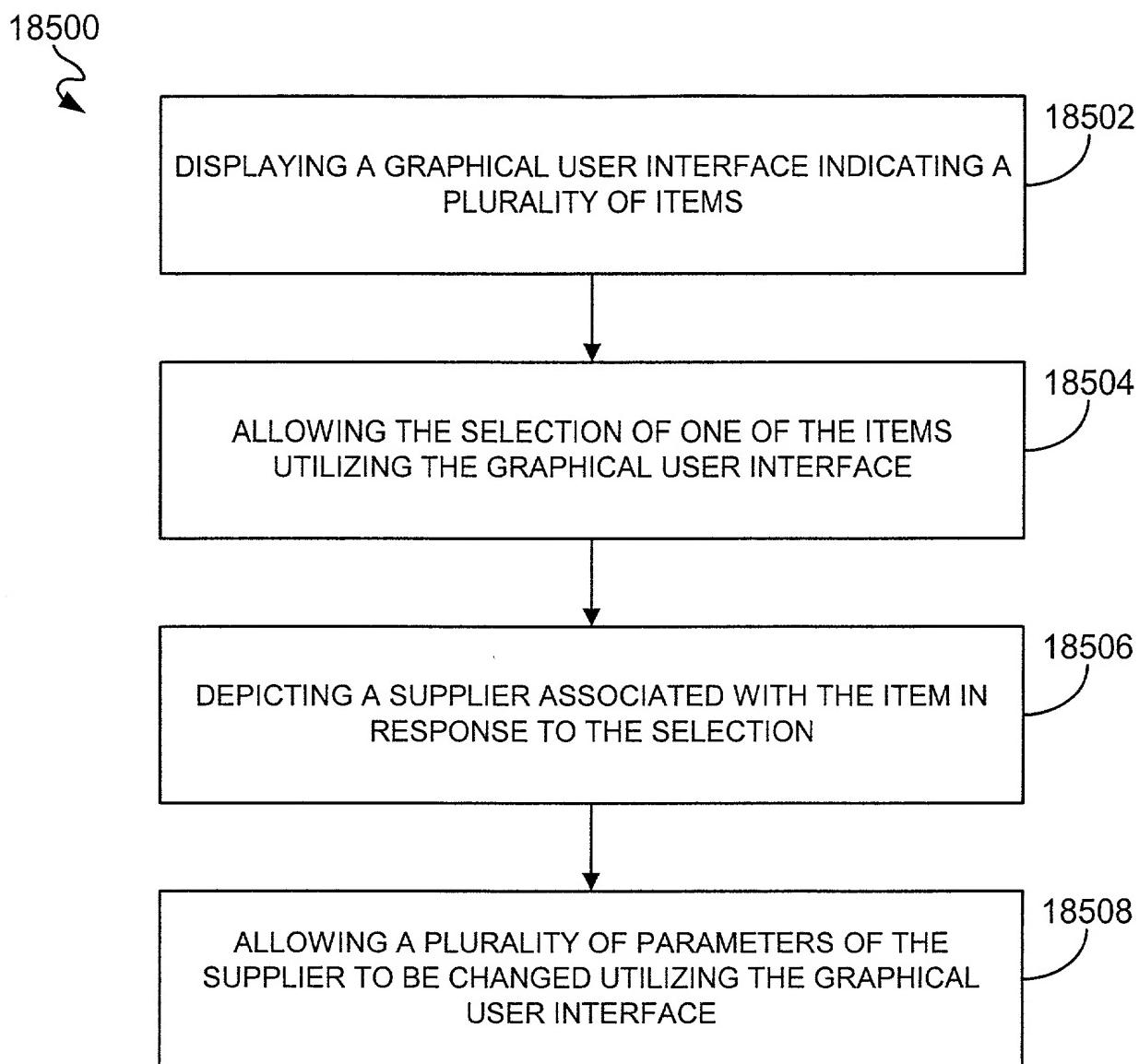


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOMINNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOMINNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOMINNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No.:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

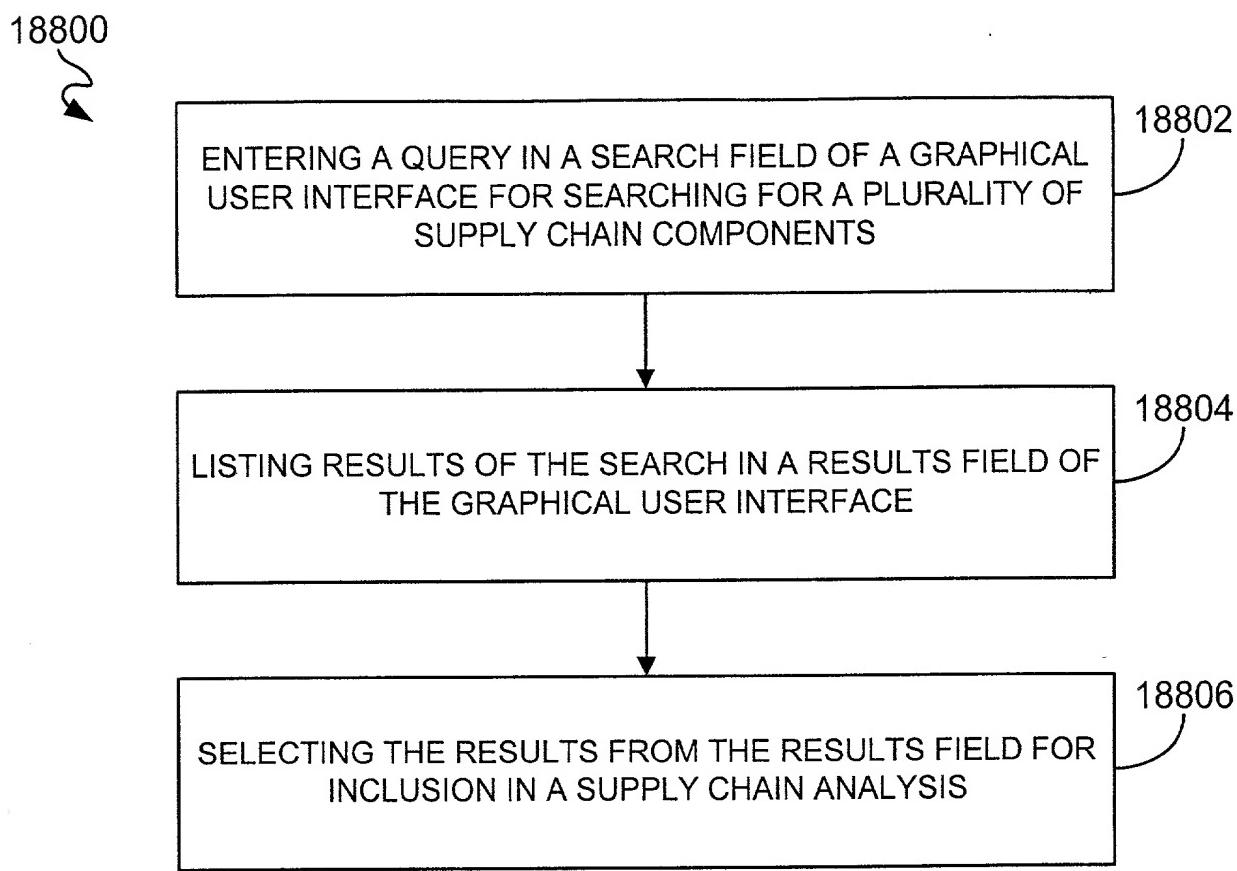


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND, WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS, ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

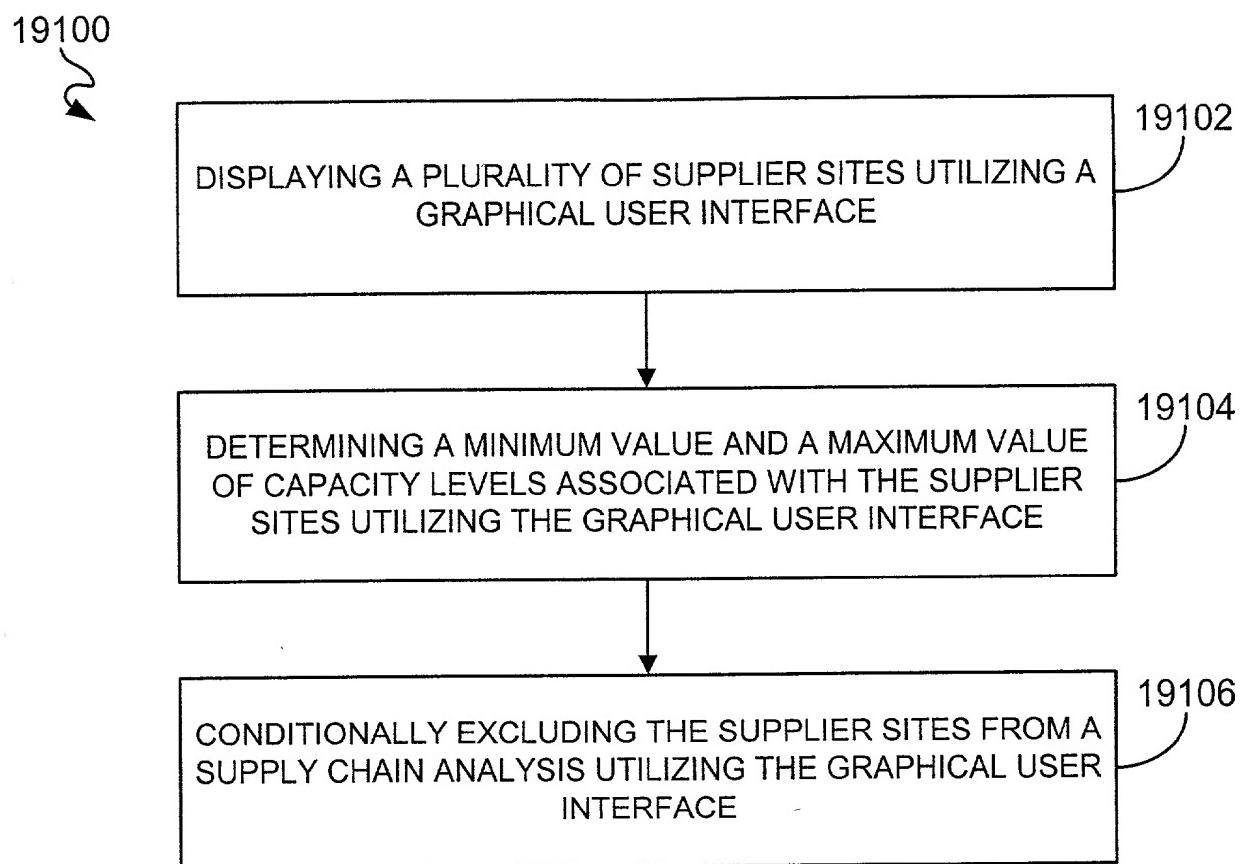


FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cost FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0025	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WALKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

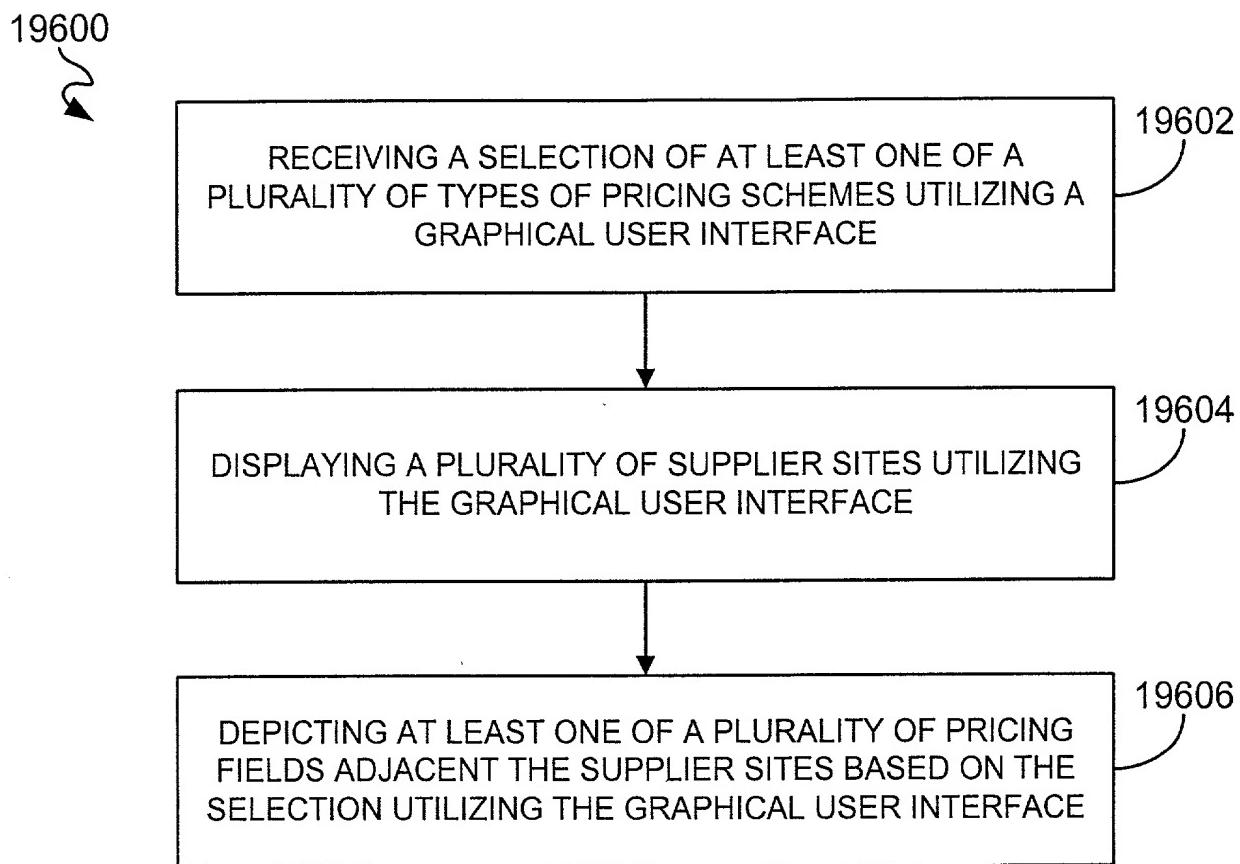


FIG. 196

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. # RM	DC Item Growth	Projected Usage	
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	186	100.00%	19.02	0.00%	42,909

FIG. 198

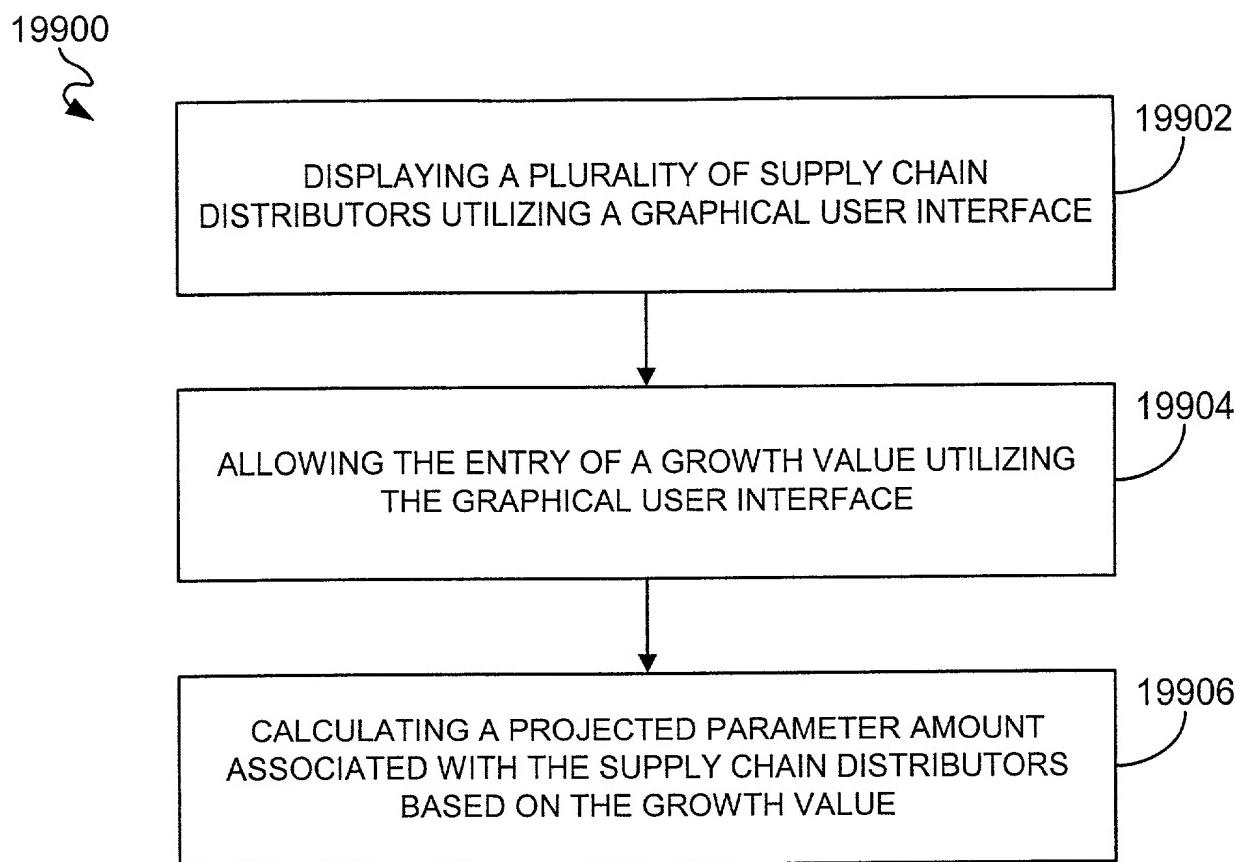


FIG. 199

20000

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe	OR	99999
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	ID	83211
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls		

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe	OR	99999
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	ID	83211
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls		

Distribution Center	Lane Restriction
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

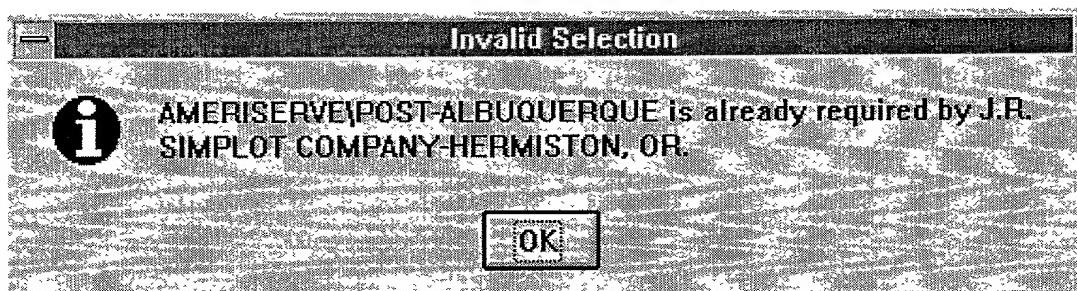


FIG. 202

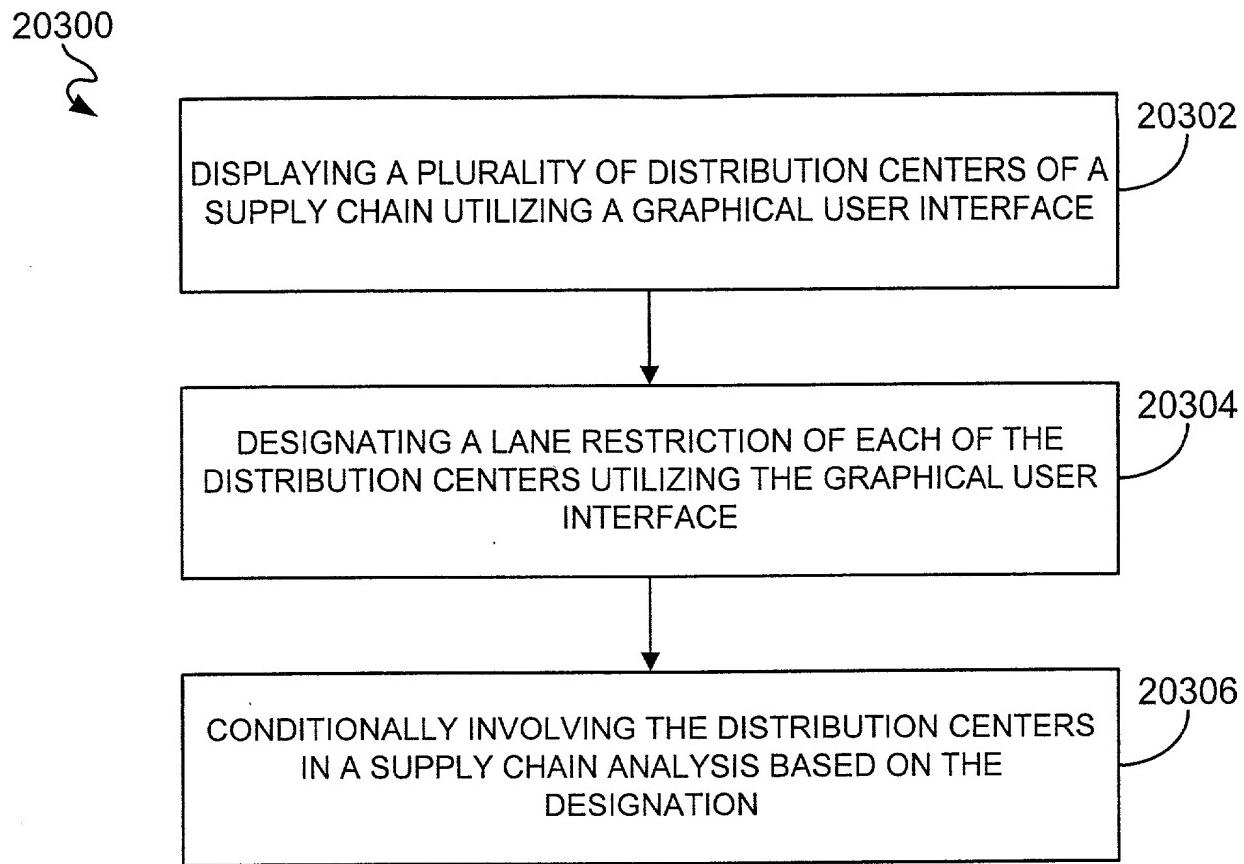


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMEL-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address				
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904			
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638			
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72801			
Distribution Center	Weight Minimum	LTL 0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000				1.10	
PS-BURLINGTON	15,000	400.00				1.20

FIG. 205

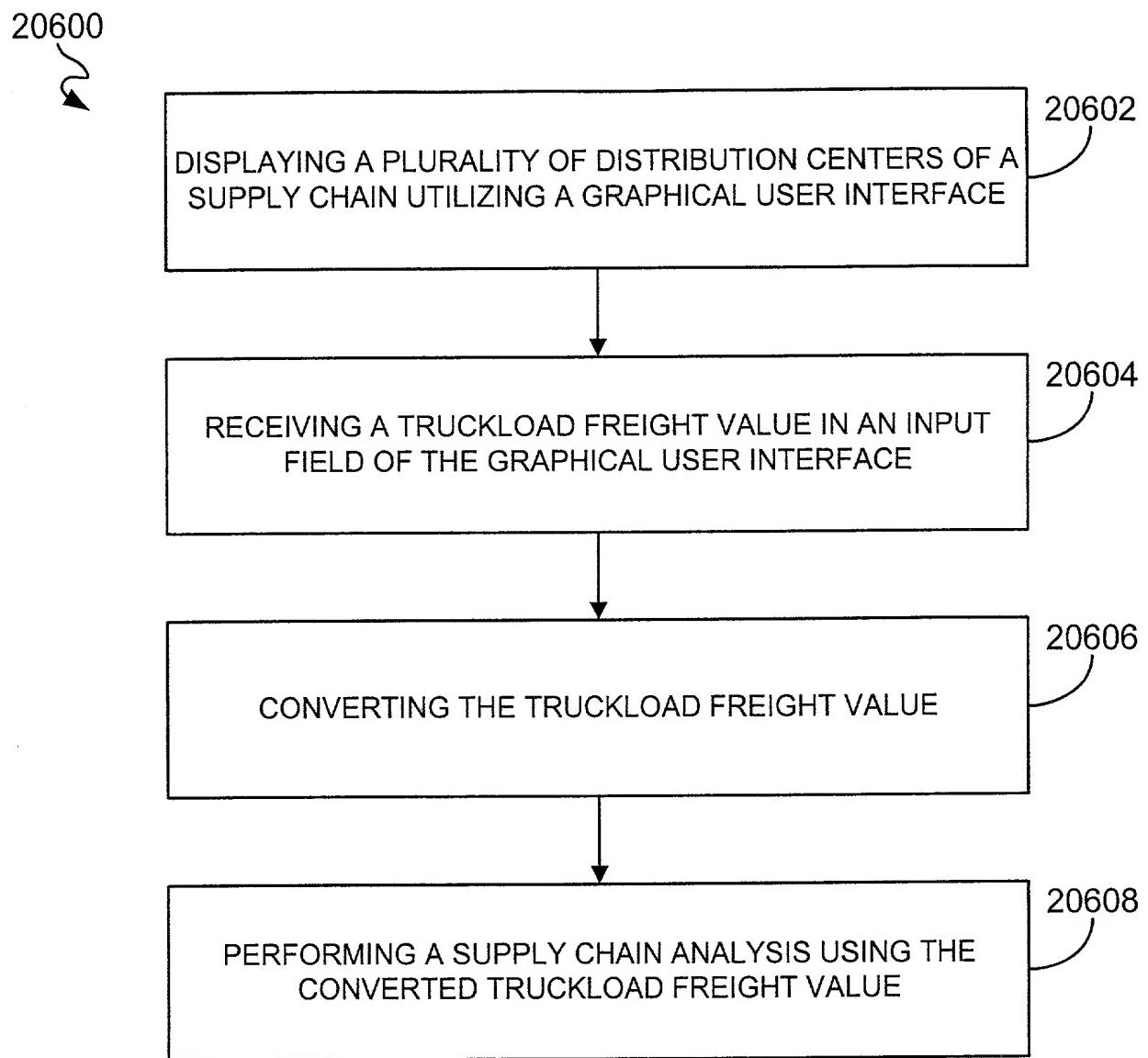


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORLAND/RMV-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORLAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

FIG. 207

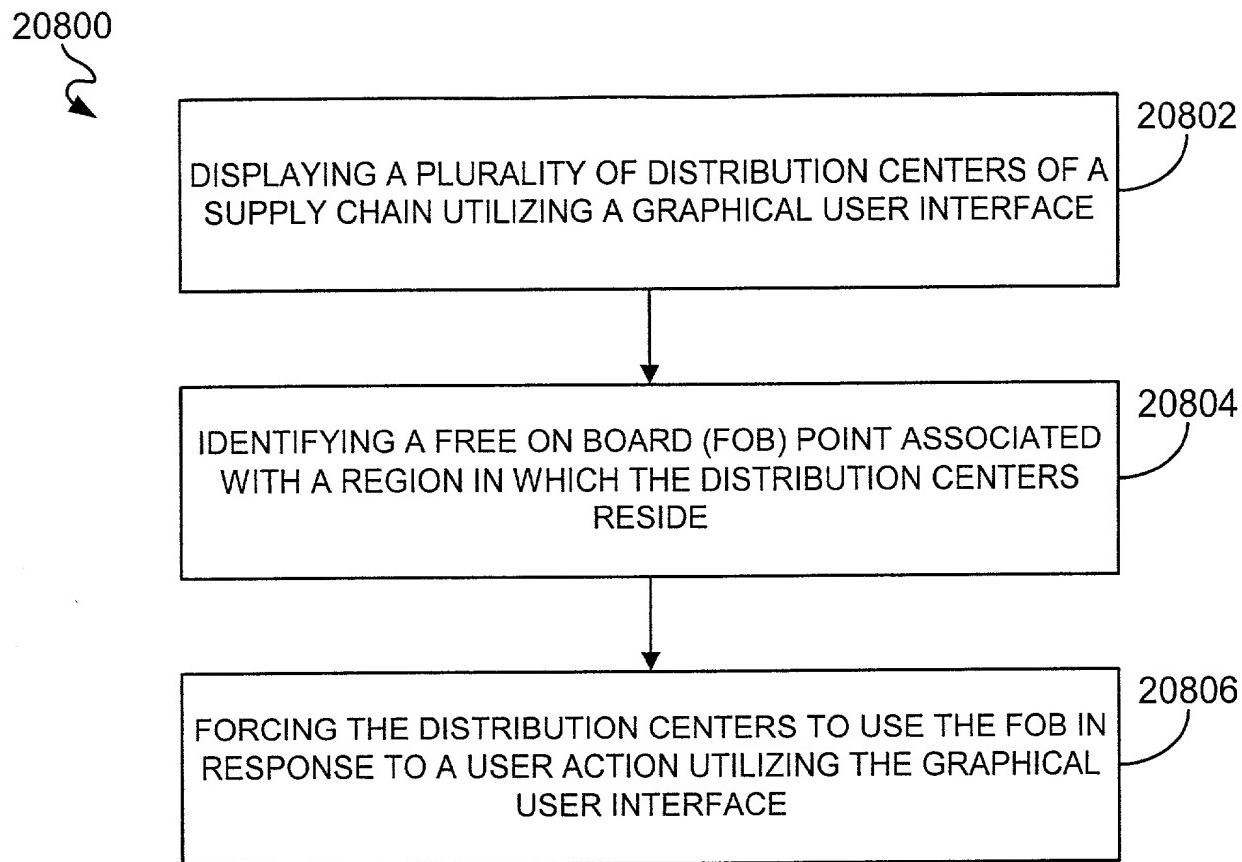


FIG. 208

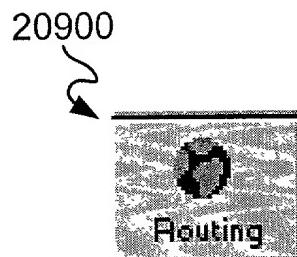


FIG. 209

Report Selection

Report Type: Optimal Product Routing

Report Parameters:

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)

Report Name:

- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

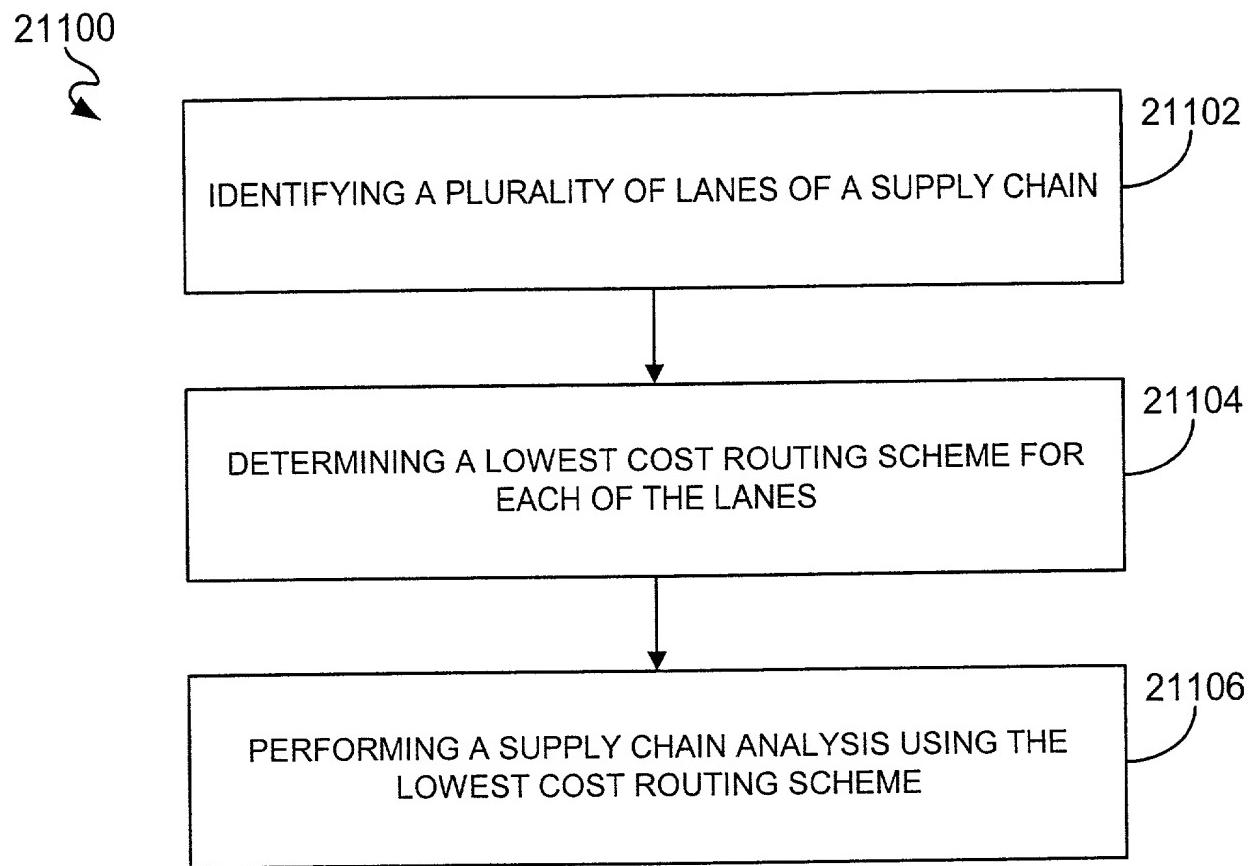


FIG. 211

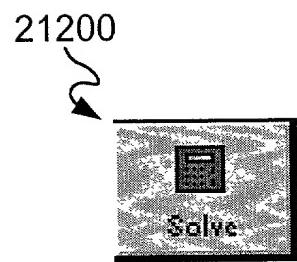


FIG. 212

21300

21302

A screenshot of a software interface titled "Report Selection". On the left, under "Report Type:", a dropdown menu is open, showing several options: "Awarded Volume", "Comparison Reports", "Cost Matrix Preview", "Optimal Product Routing", and "Tab Reports". The option "Awarded Volume" is highlighted with a black rectangle. To the right, under "Report Name:", there is a text input field containing the text "Awarded Volume by Item - Detail". Below the input field are five empty text boxes, each with a small icon in its top right corner. At the bottom of the list, there is a button labeled "New Capacity & Prices". Above the "Report Selection" title, the numbers "21300" and "21302" are written in a large, black, sans-serif font, with curved arrows pointing from them towards the top edge of the window.

FIG. 213

21400	Awarded Volume by Item - Detail
	Awarded Volume by Item - Detail
	Awarded Volume by Item - Freight
	Awarded Volume by Item - Summary
	Competing DC Freight Analysis by Item
	Lane Assignment Matrix
	Lane Weighted Average Delivered Cost

FIG. 214

21500	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (with conversion)
	Invoice FOB Detail Comparison (no conversion)
	Invoice FOB Detail Comparison (with conversion)
	Invoice FOB Savings Comparison (no conversion)
	Invoice FOB Savings Comparison (with conversion)

FIG. 215

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700	Report Name:
	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (with conversion)
	Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

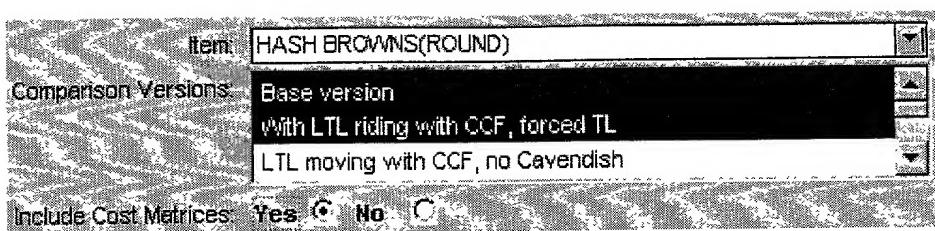


FIG. 218

21900



FIG. 219

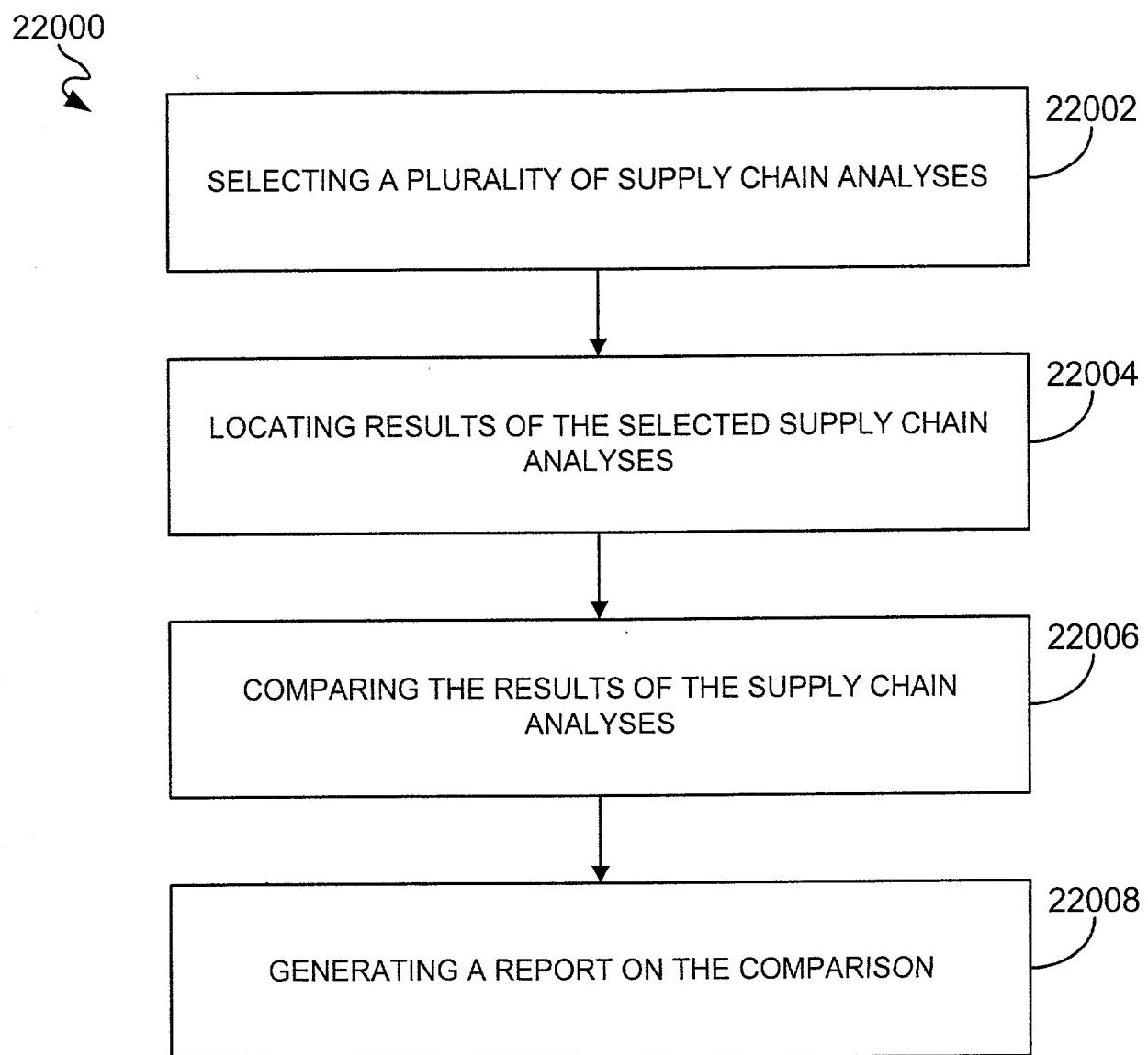


FIG. 220

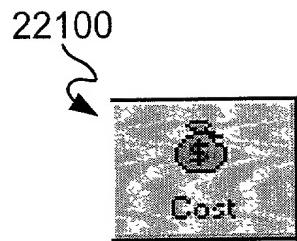


FIG. 221

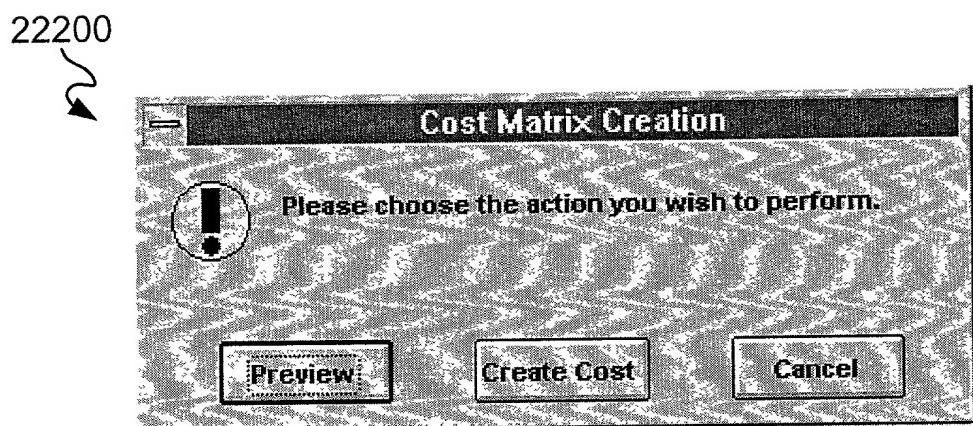


FIG. 222

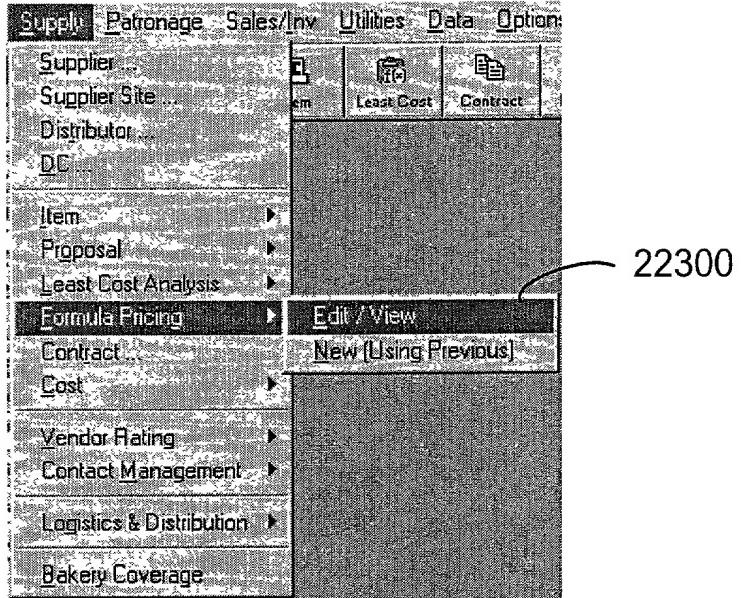


FIG. 223

22400

This is a screenshot of a software dialog box titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The dialog has tabs at the top: General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The 'Pricing' tab is active. The form contains the following fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN BL	IMP AUS	Lean	Fine Txtr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7980
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2300	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9399	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9640
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9859	0.8760

FIG. 225

22600

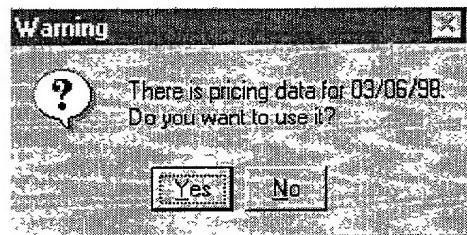


FIG. 226

22700

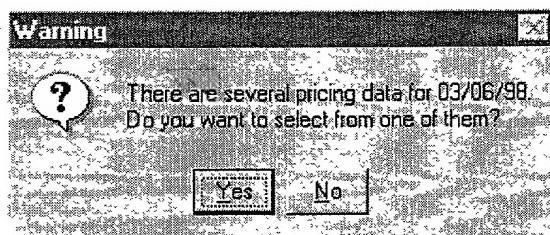


FIG. 227

22800

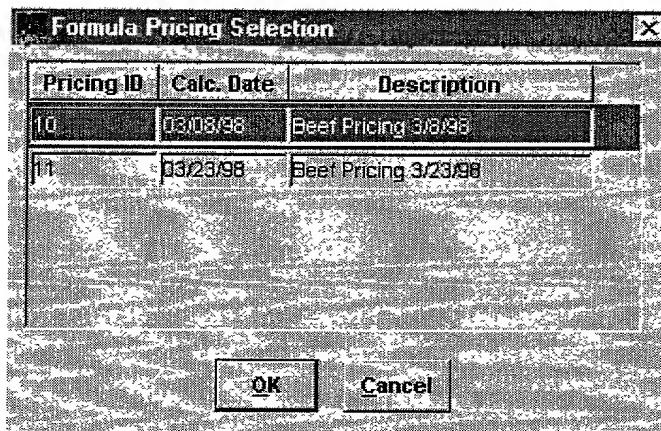


FIG. 228

22900

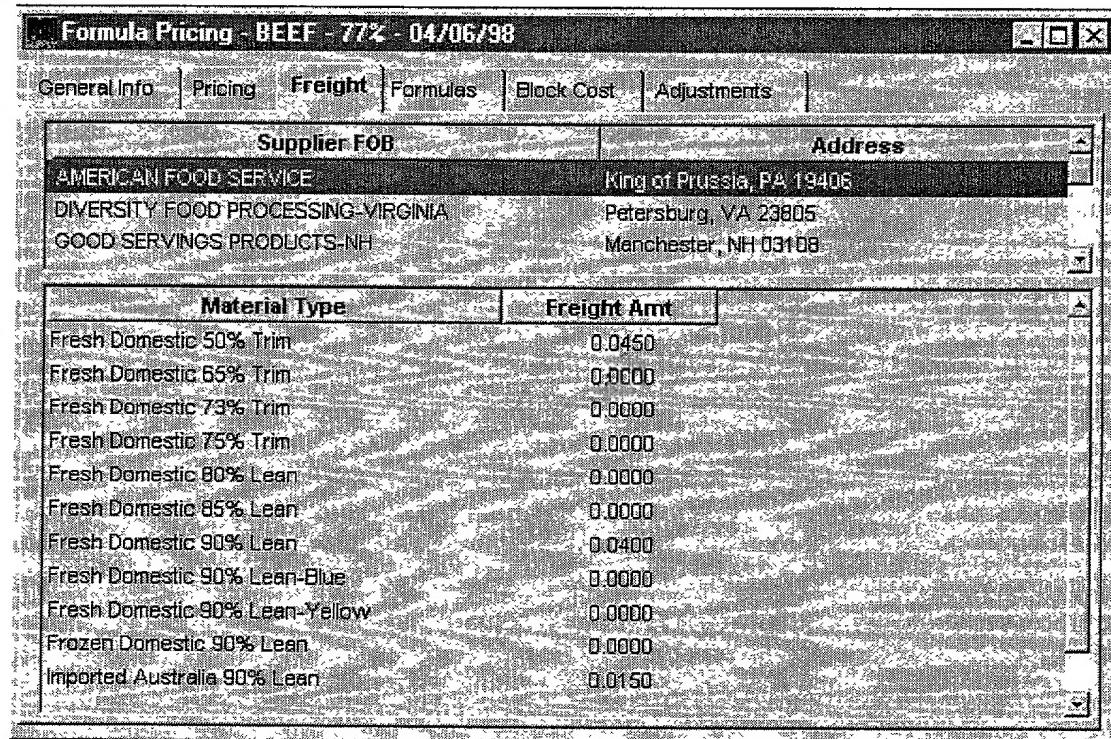


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Formula		Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	LFTB	Total
AFS-1		0.3120	0.2971							0.1860	0.2134	0.4000	0.3924
DIV-1		0.1800	0.1295	0.2000	0.1949	0.1400	0.1365			0.2000	0.2190	0.3200	0.3138
GS-1		0.3270	0.3042							0.1730	0.1972	0.3600	0.3549
SAC-1		0.2414	0.2209					0.2179	0.2026	0.2179	0.2153	0.2179	0.2366
SER-1		0.3250	0.2926							0.1750	0.1951	0.3650	0.3571
TEX-1		0.3690	0.2795							0.3410	0.3802	0.2500	0.2452
WHL-1		0.3260	0.2958							0.1750	0.1959	0.3650	0.3603
WIS-1		0.3326	0.2977							0.4579	0.5153	0.1000	0.0966
												0.1000	0.0950
													1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Formula		Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?						
AFS-1		0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>						
DIV-1		0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>						
GS-1		0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>						
S&C-1		0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>						
SER-1		0.9684	0.99	\$0.9831	0.1825	\$1.1156	<input checked="" type="checkbox"/>						
TEX-1		0.9916	0.99	\$1.0067	0.1292	\$1.1299	<input checked="" type="checkbox"/>						
WHL-1		0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>						
WIS-1		1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>						

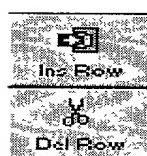
FIG. 231

23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount		Adjustment Desc.				
0.1500	Upcharge					

FIG. 232

23400



23300

23302

FIG. 233



FIG. 234

23500

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

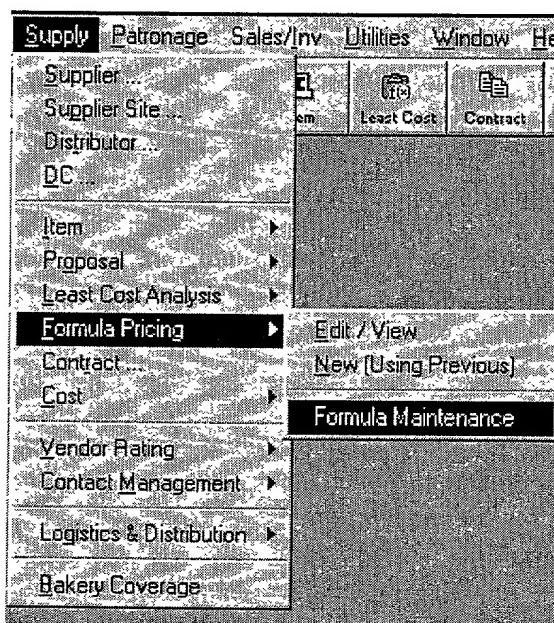


FIG. 236

Distribution Center:

23700

Time Period (Month/Yr):

Delivery Order Fill Rate - Addendum 1

Total Cases Ordered:

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
Percent:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	#DIV/0!	#DIV/0!	#DIV/0!	0
Percent:	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Distribution Center Total:	Cases	Percent
Operations:	0	#DIV/0!
Purchasing:	0	#DIV/0!
Grand Total:	0	#DIV/0!

Delivery Order Fill Rate:	#DIV/0!
---------------------------	---------

On-Time Delivery Rate - Addendum 2

23702

Total # of Deliveries:
of On-Time Deliveries:
On-Time Delivery Rate: #DIV/0!

Perfect Order Rate

Total # of Deliveries:
Total # of Perfect Orders:
Perfect Order Rate: #DIV/0!

Signature: _____

Date: _____

FIG. 237

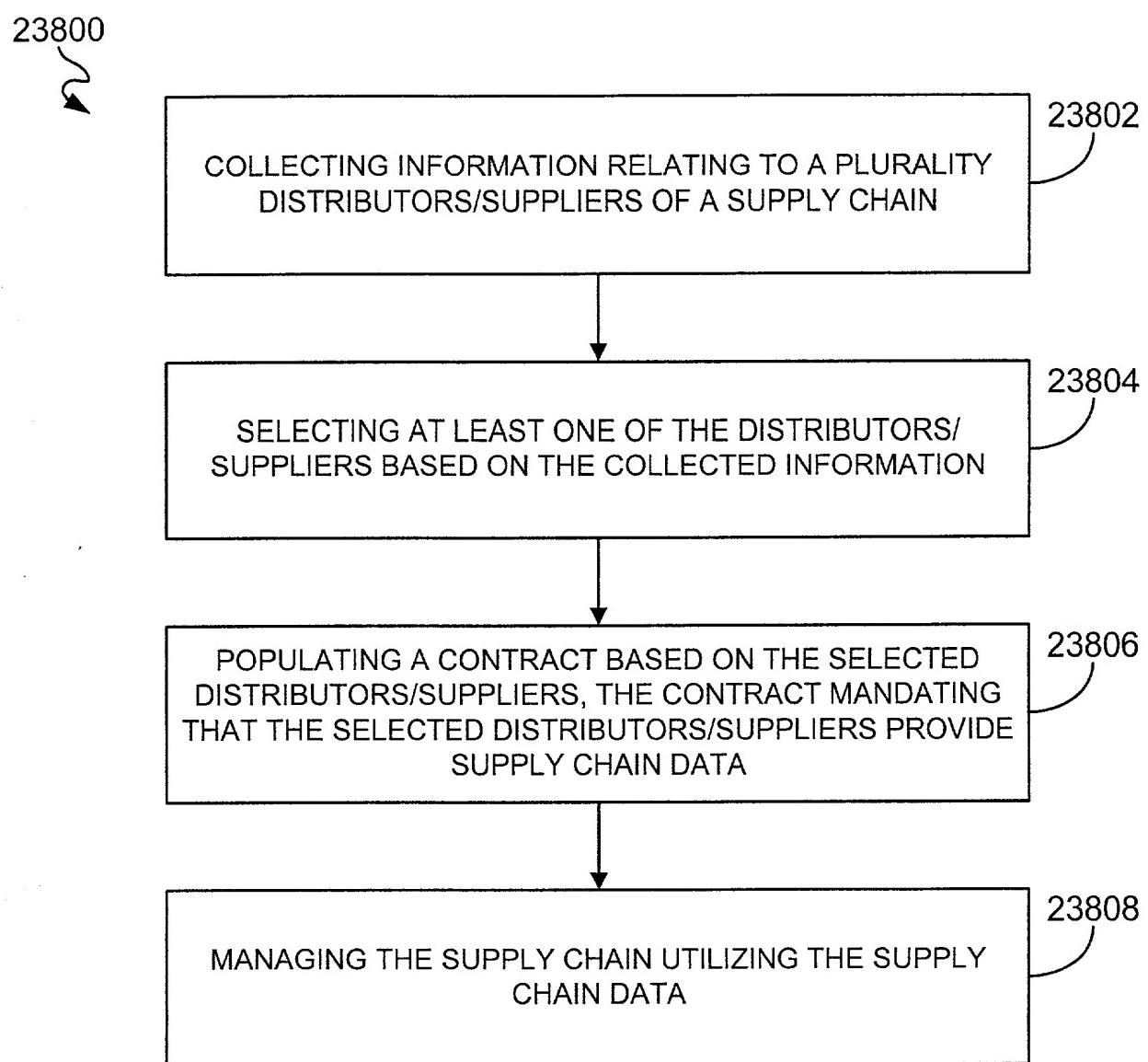


FIG. 238

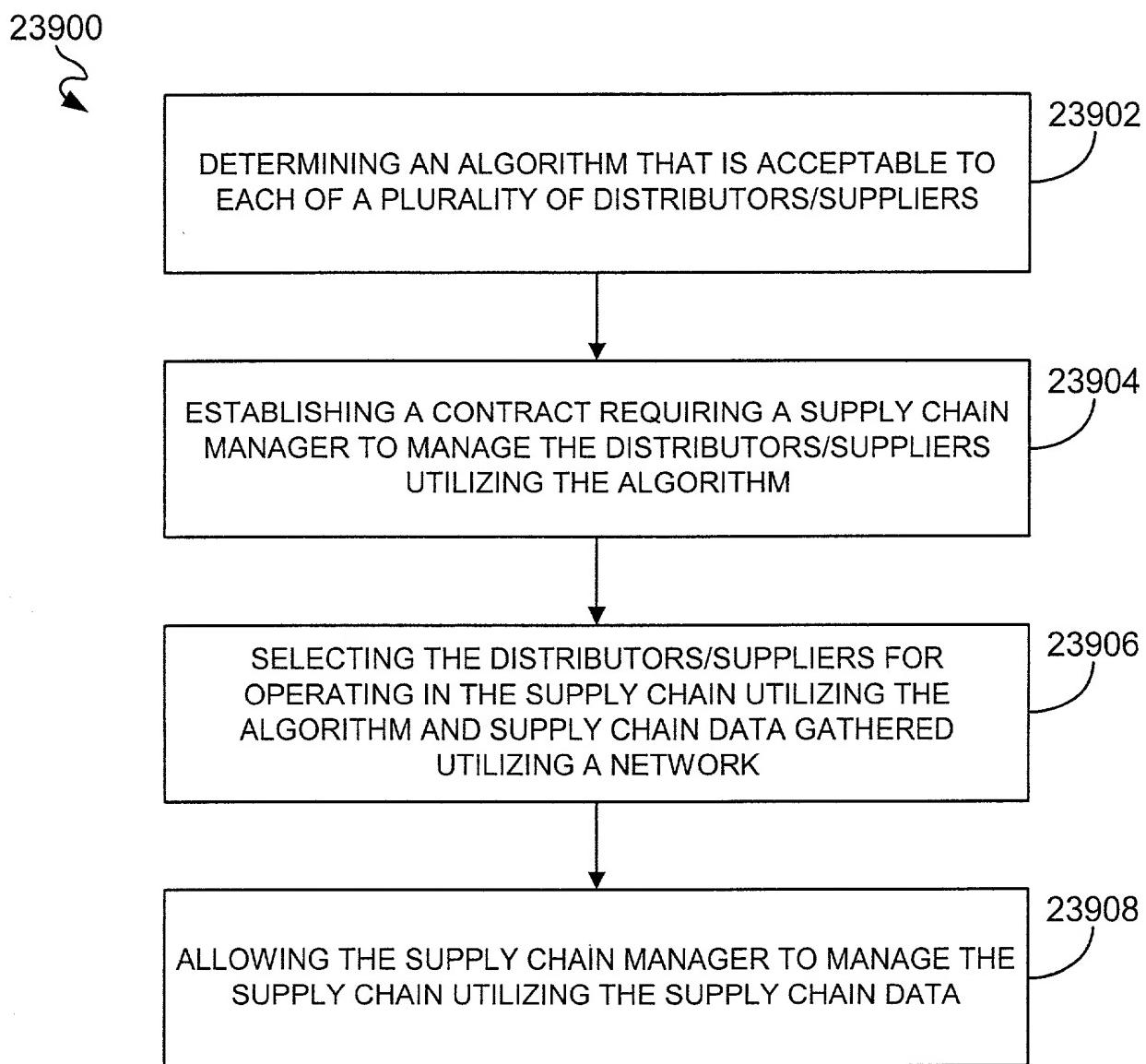


FIG. 239

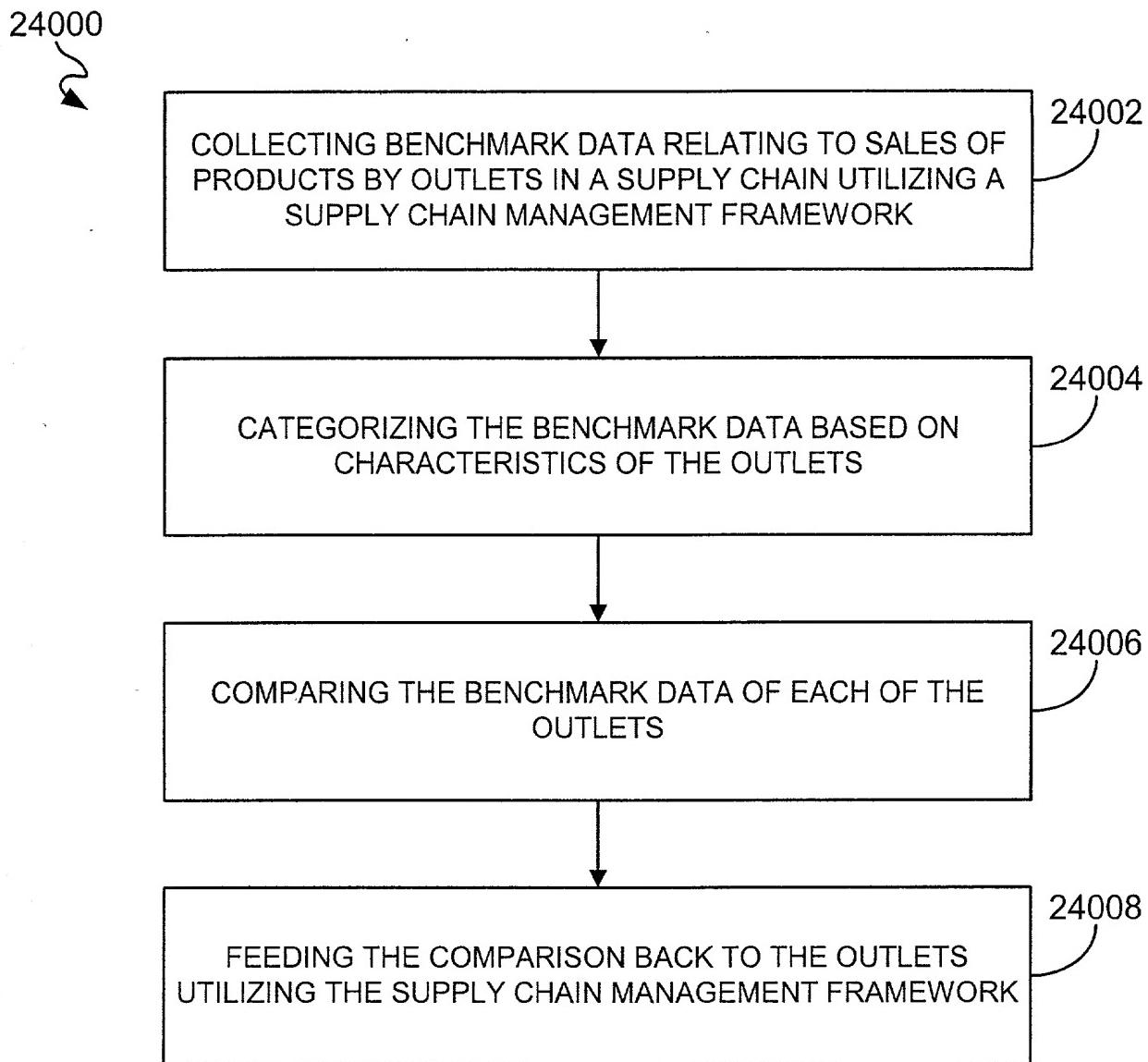


FIG. 240

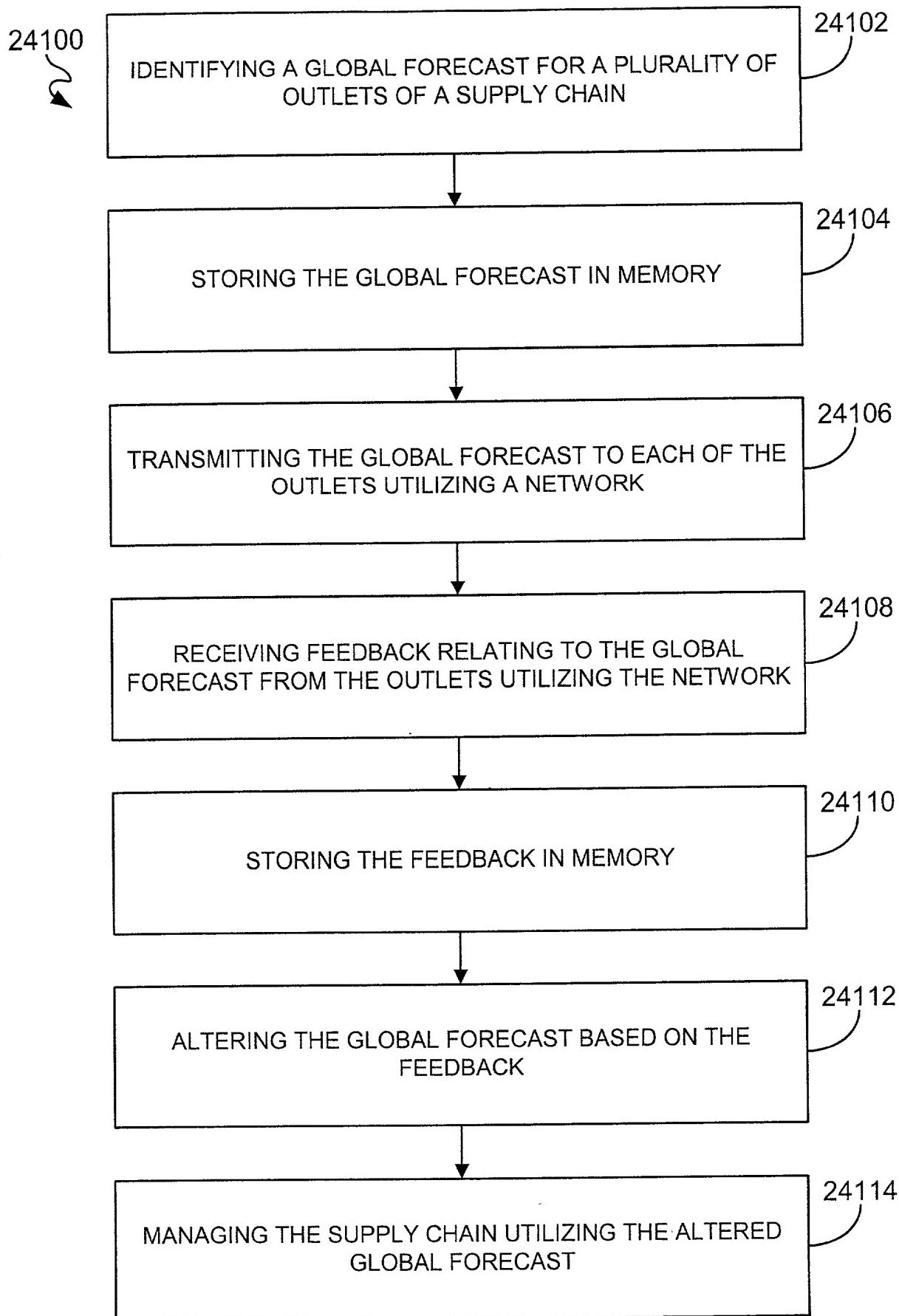


FIG. 241